A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

January 17, 1966

After 280 on-the-scene talks for U.S. Trade Mission—

## American businessmen assess trade prospects in Southeast Asia

## How Malaysia, Singapore development drives affect U.S. export plans

## What Hong Kong's shifting trade patterns mean for U.S. suppliers

# Business Bulletins *from around the world*

**BELGIUM**—Parsons & Whittemore, Inc., of New York, reports new mill at Harnoncourt in Ardennes Forest has reached full capacity of 87,500 tons annually, overcoming unique engineering problem presented by mill's use of wood which for 20 years has carried lead pellets lodged in trees during World War II. The $20 million plant, Cellulose des Ardennes, is country's largest pulp mill and provides pulp for European Economic Community mills which formerly had to import from outside the market.

**ETHIOPIA**—Germany agrees to finance most of cost of new hospital at Bah-Dar. Project is part of basic technical cooperation agreement signed in 1964.

**FRANCE**—Group of Michigan State Senators met last month with leading French and U.S. businessmen in Paris to discuss possibilities of expanding Michigan exports to France, other European countries.

Present annual per-capita consumption of pineapples is 12.4 ounces.

Banks, Banque de Paris et des Pays bas and l'Union Europeenne Industrielle et Financiere, loan 62.5 million francs (about $12.5 million) to South Korea for construction of a hydraulic power station near Seoul.

Recent industry agreement provides for vertical concentration of key French aluminum concerns. Under agreement, Pechiney and Ugine (two principal French producers of primary aluminum) will supply Trefimetaux (largest aluminum and copper mill products manufacturer in France and Common Market), and will cooperate with Coquillard and Cegedur. Latter is currently constructing largest aluminum rolling mill in Europe, with annual capacity of 100,000 metric tons, in eastern France.

**GERMANY**—Electronics Corp. of America establishes sales subsidiary, Electronics of America (Deutschland) G.m.b.H., with headquarters at Frankfurt/Main to distribute firm's controls for gas and oil burners and photographic cell controls. Sales of ECA's optical fire alarm equipment will continue through an independent Frankfurt agent. German ECA subsidiary may eventually start its own production. ECA has supplied equipment for U.S. aerospace program, including photo cells used in "Mariner IV."

**GREECE**—$2 million factory for canned food production to be built in Salonika by Agrarian Bank of Greece and Salonika Agrarian Cooperatives, according to Minister of Agriculture.

**NETHERLANDS**—Government raises minimum wage for adult males to $33.12 a week, 9% over previous level.

Gas Export, subsidiary of N.V. Nederlandse Aardolie Maatschappij (50/50 Shell and Esso) to sell natural gas to Belgian firm Distrigaz. Twenty-year contract calls for delivery of five billion cubic meters of gas a year at $0.012 to $0.014 a cubic meter. Delivery to start at end of year.

January-September imports from U.S. totaled $553 million, down 3% from like period 1964. U.S. market share was 10.3% compared with 10.9% in 1964.

Steel production for 1965 expected to exceed 2.8 million metric tons, 22% gain over 1964.

Second Chamber of Parliament approves increase in dividend tax rate to 25%, from present 15% rate.

Length of superhighway system now reaches 330 miles. Total expected to top 800 miles by 1970.

**PAKISTAN**—Government decides to allow importation of sports equipment under Export Bonus Scheme except cricket bats, pads, wickets, hockey sticks, volley balls, footballs, and badminton and tennis rackets .Opportunities now exist for sales of U.S. sports equipment, especially fishing tackle.

**SOMALI REPUBLIC**—Coca Cola Co. signs agreement with group of local businessmen to bottle beverage in Mogadiscio. Production to start this year.

**SUDAN**—Haggar Cigarette and Tobacco Factory opens new cigarette plant in Khartoum North to manufacture king-size filter-tipped cigarettes.

**SWITZERLAND**—During November 1965, number of TV receiver license holders increased by over 10,000, bringing total to 609,049. Number of radio license holders numbered more than 1.6 million.

**UNITED KINGDOM**—Exports of whisky estimated to have earned more than $280 million in 1965 compared with over $258 million in previous year. U.S. purchased more than half of whisky exports.

Largest export order ever placed in the U.K. recently announced. British aircraft and electronic industries received order from Saudi Arabian Government, valued at over $285 million for complete air defense system, including aircraft, tactical control radar, communications equipment, technical support.

Tightening of credit sent demand for refrigerators downward by more than one-third during October 1965. Deliveries of refrigerators to home market were down 34% in October 1965 compared with same month in 1964. This drop repeats experience of September. Sales have been on downward trend since July.

British Petroleum Co. (BP) plans to expand its refinery at Llandarcy, Wales. Project will cost about $2.8 million and will increase crude oil handling capacity from present level of five million tons to approximately eight million tons in 1966.

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## the cover

An experienced team of businessmen returned not long ago from visits to three Far East countries and concluded that there is fertile ground for American traders. The separation of Singapore from Malaysia, while creating problems at the moment, will not present insurmountable difficulties, mission members feel, and the long-range growth factors are of more significance. And in Hong Kong, the group learned that diversification is the watchword and business and purchasing decisions are being made with more caution. See pages 2-31 for a full report.

# International Commerce

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January 17, 1966 — Volume 72, Number 3

## Special Report

**Industrial diversification a main event in Malaysia, Singapore and Hong Kong**

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TRADE MISSION REPORT

# Variety is aim in Malaysia,

**Seven-man group working on the spot for four weeks interviews several hundred local business**

TRADE MISSION AT WORK: Meetings such as these were held in each of the three nations. Roy F. Gootenberg, Mission Director, is at center, holding pencil.

## Members' findings on the three nations:

- **Malaysia's traditional reliance on tin, rubber may be supplemented by development of wood products**
- **Singapore is adding an industrial base to its traditional position as a trading center**
- **The pace of Singapore's industrialization drive is perhaps more urgent than Malaysia's**
- **Planned construction of a number of hospitals presents immediate opportunities in both countries**
- **Hong Kong businessmen are proving themselves flexible in shifting between and within trades and industries to meet economic uncertainties, problems**

To help increase the U.S. share of expanding Far East markets, the Commerce Department last fall sent a Trade Mission to Malaysia, Singapore and Hong Kong, where industrial diversification is opening opportunities to U.S. firms.

The mission held about 300 interviews in the three areas and brought back specific trade leads. More than 100 are listed in this issue, on pages 41-43 and 48-63.

Five of the seven mission members were from private industry. Roy F. Gootenberg, who directs Commerce's trade mission division, served as Mission Director, and Tadd A. Linsenmayer, also of Commerce Department, was Trade Development Officer.

This section begins with the Director's article, first summarizing findings for Malaysia and Singapore, then for Hong Kong. Reports of the other members, plus articles by commercial officers of posts abroad and country desk officers in the Bureau of International Commerce follow.

# Singapore and Hong Kong

## leaders and Government officials, reports changing patterns, quickening markets

By ROY GOOTENBERG
*Mission Director*

Malaysia and Singapore offer similar opportunities for U.S. business to participate in the industrial and commercial enterprises of their vibrant economies.

GOOTENBERG

Members of the area's second U.S. Trade Mission, which visited the two countries Oct. 23—Nov. 10, 1965, agreed on this observation, and formed other favorable conclusions which are the subject of this report.

The Mission found that the short-run problems created by the separation of Singapore from Malaysia last August occupied much of the thought of business, government, association, and information media observers during this period. Mission members concluded however, that the long-range growth factors in both nations are generally favorable and of more significance than their current difficulties.

### Broad opportunities

As business potentials and obstacles encountered in Malaysia and in Singapore were similar, the two countries are treated together in most of the Mission members' analyses on the next pages. Some of the members' more important views are summarized as follows:

Malaysia's traditional reliance on tin and rubber production for the major share of its income may be supplemented by development of an integrated wood products industry under a sustained yield growth of timber. U.S. know-how and private enterprise participation in this potentially great industry could help in such development.

More light local manufacturing enterprises could be established with the assistance of U.S. technology, including, for example, the manufacture of cement pipe, latex products, and specialty foods, and food freeze-drying.

Completion of the teaching hospital in Malaysia and the planned construction of a number of hospitals present immediate opportunities to sell quality U.S. hospital and scientific equipment in both Malaysia and Singapore. Joint ventures and after sales service are needed in this field.

Both countries are becoming quality- and U.S.-brand conscious in foods, apparel, cosmetics, and synthetic fibers, and U.S. suppliers of these and other consumer goods therefore can increase exports to both areas.

In both Malaysia and Singapore, U.S. construction equipment is well represented. Large scale public works in the two nations require more and newer machinery. Manufacturers of replacement parts are advised to establish depots and plants to service machinery sold in these areas.

### Need each other

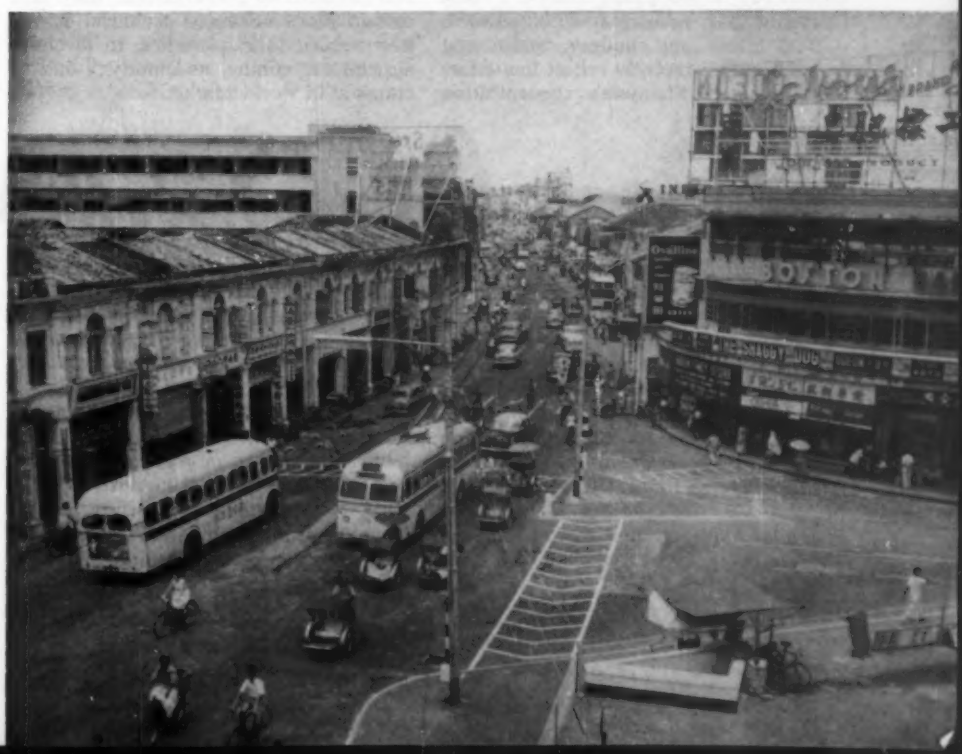
The Mission members' analyses emphasize the similarities in the opportunities in Malaysia and Singapore which are open to U.S. businessmen. One cannot avoid the current differences between the two countries however—differences in the business atmosphere, in prevailing attitudes, and in the political and economic direction each nation may be taking.

The Mission learned that each of the two countries needs the other. A high percentage of the trade of each has been between the two. Both are tied to the same security arrangements through defense agreements with Great Britain and both continue to face the problems created by the "confrontation" policy of their close neighbor, Indonesia. They continue to share a common currency and a central bank. Management and financing of many enterprises in the two countries are closely entwined, and the future development of these firms is tied to the conditions under which they will have to do business in both countries.

Economic and commercial cooperation between the two states to ensure the grov th of the trade and industry of each appears to be requisite for their prosperity and viability as nations. This cooperation is needed even if the common market previously envisioned between the two countries does not become a reality in the near future.

Though their long-range economic future appears interrelated, their current

ALMOST A MILE LONG, Penang Road is one of Malaysia's busiest streets, boasting a variety of shops.



MISSION MEMBERS Goinga, Brown, Fabick, Schueler, Levy, Linsenmayer and Gootenberg pause to pose.

political and economic disagreement is creating a temporary atmosphere of some anxiety among the international business communities which desire to assist both countries. International business needs to take a broad and long-run view of the strength of both countries while understanding their differences.

There are obvious differences in the pace and the direction of their economic planning. A nation of nine million people, Malaysia is mainly rural and agriculturally oriented, but with important mining development and steady industrial growth. Singapore's close to two million people are urban, and more commercially and industrially oriented.

Both plans and budgets announced by each nation recently reflect the differing emphases. Malaysia's concentration is more on rural development, while Singapore's focuses more on urban development. Both provide the incentives for industrialization, but the pace of Singapore's drive is perhaps more urgent. Malaysia has been requesting some international economic aid because of the cost of its defense commitments. Singapore is pressing for the expansion of its export trade.

Despite their differences, both nations need private enterprise participation from abroad to assist them in achieving their developmental aspirations. Both Malaysia and Singapore have immense human and commercial potential; but they lack certain more advanced technical know-how needed to industrialize, to diversify agriculture, mining, and industry and to compete in world markets.

U.S. business firms can make a vital contribution toward helping these countries obtain such objectives by entering into and expanding their joint ventures with local concerns and by the selling and sharing of current technology. Increasing partnership in commercial and economic development among private entrepreneurs in Malaysia and Singapore with those of the United States may be the most significant type of alliance we can form.

## Opportunities, problems

Hong Kong is an economic entity providing great opportunities, but it is not without serious problems.

Much of what has been written about the British Crown Colony emphasizes the extraordinary development of a capable people driving ahead progressively toward impressive accomplishments.

The second U.S. Trade Mission to Hong Kong learned, however, that the close to four million people on these 400 square miles must face both present and future economic and psychological challenges. These challenges should be of concern and of interest to business and Government in the United States.

This report on the Hong Kong market and those of the individual businessmen members which follow are selective in their approach. The Mission concentrated on only a few of the many commercial fields in the wide complex of relationships between the Hong Kong and U.S. business communities.

Selected for their potentials in increasing two-way trade and industrial development were U.S. business leaders in consumer goods, building supplies and materials, general and construction machinery and equipment, hospital and scientific equipment, and in the processes of international trade. The conclusions of this Mission are conditioned by the back-

# These Trade Mission members wrote

*Roy F. Gootenberg has served as Director of the Trade Missions Division of the Bureau of International Commerce for the past four years. During this period, he has directed the development of more than 60 U.S. sales and investment teams.*

*Gootenberg has held positions with the Executive Office of the President, Bureau of the Budget, and the Peace Corps. Before entering federal service, he was an instructor in Government at Harvard and Brandeis Universities. He is a graduate of Harvard College and the Littauer School of Public Administration, Harvard University.*

*Before founding the Metal Flo Corp., Charles Brown was Executive Vice President of Jones and Laughlin Steel Co., an operation encompassing six plants, 4,000 employees and annual sales of $100 million.*

*He began his business career with the International Nickel Co. He has had extensive experience in food processing.*

*A graduate of the University of Virginia, he also attended the University of Georgia, Emory and Henry College and Rensselaer Polytechnic Institute.*

*As Executive Secretary of John Fabick Tractor Co. and its various subsidiaries, Francis Fabick acts as general sales manager with particular emphasis on the company's international sales of new and used machinery. In 1954, he was equipment advisor to contractors on major construction undertakings in Portugal, Spain, Germany and Denmark. He brings to the Mission more than 25 years of experience in the construction equipment field.*

*Fabick attended St. Mary's College in St. Mary's, Kansas.*

ground of five perceptive observers limited to certain fields of commerce. The Mission's report therefore is not an exhaustive analysis nor a comprehensive survey.

With this in mind, what did the mission learn in Hong Kong, and what does it wish to communicate to U.S. business? Certain themes that run through the businessmen members' reports and thinking as the result of consultations with Hong Kong business and Government officers last November are presented below:

## Quest to diversify

Diversification is the present watchword and is becoming a necessity for the entrepreneurs of Hong Kong. Basic industries such as textiles, apparel, and plastics are shifting to the production of quality goods and sophisticated products to meet the competition, for example, of Taiwan and Korea. Trading diversification is also taking place as large and small companies are exploring new and varied lines from other than their traditional sources of supply. Diversification in the retail distribution of consumer goods is being planned by many of the department store outlets. The purchase and use of scientific equipment, engineering services, building materials, food products and plastics are being spread out in a quest for new sources. All this diversification means increased opportunity for U.S. manufacturers, traders and builders.

## Consolidation, recovery

The unqualified optimism which has characterized many previous commentaries about Hong Kong has been openly questioned this year with the easing of the building boom, the temporary recession in the real estate market, and the failure of two banks.

Our first U.S. Trade and Development Mission to Hong Kong in 1963 found an "unbelievable surge into industrialization" and massive private and public construction projects, "a dynamic economy highly charged with busines reactivity." This second Mission found that, following the recent banking crisis, this overextended confidence has been replaced by a more realistic approach to continuing problems. Business and purchasing decisions are now being made more prudently.

There has been a slowdown in some construction segments and a tighening in financing. Despite this, industrial activity is rising again, employment has remained steady, exports have continued to expand, imports have risen, bank deposits have increased.

Hong Kong businessmen are again proving themselves most flexible in shifting between and within trades and industries to cope with the economic uncertainties. As confidence is restored, the standard of living should continue its healthy rise. With this advancement, U.S. exports to Hong Kong once again should climb higher. These economic indicators are discussed in an accompanying article by Walter Sohl, U.S. Commercial Officer in Hong Kong.

## Show window for the area

Despite the leveling off process from previous overextension, Hong Kong's significance in demonstrating the dynamics of free enterprise should be emphasized. Some observers consider it one of the few places in the world in which Adam Smith's theories still work. Hong Kong serves as both a prime showcase to demonstrate to the developing nations what the practice of free enterprise can achieve, and also as a show window of new products and new technology.

This is one of the few genuinely free ports left in which tariffs or excises are practically nonexistent. Government regulation is at a minimum. Domestic in-

BUSY HONG KONG transacts much of its business on Des Voeux Road, which shows the effects of the past 20 years' building and population booms.

# on-scene reports in this special section

*Charles Levy in 1934 purchased the S. P. Dunham & Co. department store, now 110 years old. Under his direction, two suburban branches have been opened and sales volume now approaches $10 million. He has had broad experience in all phases of retail management, merchandising and buying—working with the Mutual Buying Syndicate resident offices in Europe.*

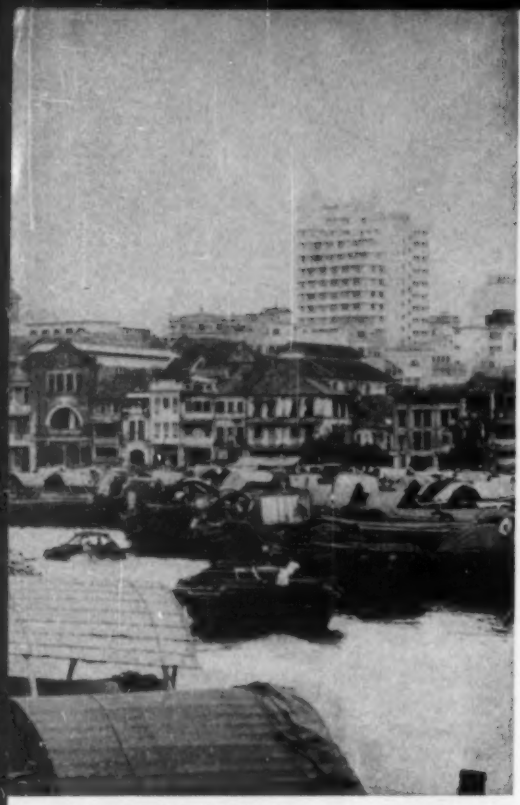
*Levy graduated from the University of Pennsylvania Wharton School of Finance and Commerce in 1927.*

*Working himself up within the organization, H. E. Schueler, Jr., has served in each of the divisions—export, import, manufacturing—of his company, known overseas as Schuco International.*

*Founded in 1900, the firm is a supplier of medical, surgical, dental, veterinary, hospital, institutional, scientific, and laboratory apparatus. Expanding under Schueler's direction, the company now has branches in London, Hamburg, Tokyo and Karachi and affiliates in 30 countries.*

*Thomas Young has spent more than 40 years as a specialist in building materials and is thoroughly conversant in the latest developments and U.S. sources of supply. Until recently President of Berkheimer's, Inc., his past associations have been with internationally known firms such as Johns-Manville, PABCO, and Lloyd Fry. For 12 years he owned and operated a roofing manufacturing plant in Portland.*

*Young is a member of the California Bar Association, Oregon United Nations Association, Director of the Security Bank of Oregon and Chairman of the Sma!l Business Advisory Committee to the Small Business Administration.*



A NEW SKYSCRAPER towers above the Singapore River, where barges and bumboats still have eyes painted on their prows for good luck. With one of the highest per capita incomes in the Far East, Singapore is becoming a top market for U.S. goods.

dustries receive no tariff protection. Taxes are comparatively low, and tax benefits and discriminations are avoided. Currency is freely convertible.

As a result—at least in part—of the practice of this economic theory, Hong Kong has experienced a growth in international trade and a substantial development of small industry. This accomplishment could be attributed to the drive and capacities of its predominantly Chinese population. However, the contrast of 4 million Hong Kong residents carrying out 2½ billion U.S. dollars in international trade, as compared to the 730 million mainland Chinese who do no more than $3 billion worth of external trade can be considered as a valid symbol of the dynamic nature of free enterprise.

U.S. firms should use the Hong Kong showcase to sell their products, not only to the Colony, but to many countries of South East Asia. Many firms are using it for sales and purchases to and from the rest of the world, and others should expand their operations in Hong Kong to take advantage of its characteristics as a demonstration center.

To preserve the showcase atmosphere and develop it as a long-term potentiality, Hong Kong will be diversifying its light industry and shifting toward industries which are less disruptive of free world markets. It hopes to assimilate the technological know-how of advanced industries so that it may compete effectively in world markets. Perhaps the most effective means for doing so lies in the utilization of U.S. know-how, equipment, machinery, and technique in combination with Chinese craftmanship, management, market knowledge and efficiency.

Hong Kong has proceeded beyond promoting only cheap labor. It is beginning to utilize sophisticated machinery and acquire advanced technology from the United States. Development of the electronics industry is an excellent example of this sophistication.

## With U.S. products

There appears to be widespread desire by business firms in Hong Kong to identify themselves with U.S. goods, equipment, machinery and services. Charles Levy's report on consumer goods outlines the growing attraction of the "Made in U.S.A." label. Department stores hope to obtain more prestige American lines. Thomas Young's article points up that the important trading companies, both older British and newer Chinese, are seeking more U.S. commodities to represent.

Francis Fabick notes that in machinery and spare parts, needs were expressed for up-to-date developments from the States. H. E. Schueler records that the latest techniques and products are being sought from the manufacturers of scientific and hospital equipment. And in addition the United States remains Hong Kong's largest customer.

The summaries of the Mission's interviews which follow these individual reports reflect interest in an American identification. If the businessmen interviewed by the Mission are an accurate sample of business sentiment in Hong Kong, this trend represents an unusual opportunity for U.S. firms. Enterprises all over the United States can be assured of acceptance of their brands, especially the well-known ones, if they follow up effectively the specific opportunities outlined.

Primarily, U.S. manufacturers would be dealing with wholesalers, distributors or agents—the trading houses which dominate the commercial pattern in Hong Kong. Whatever method one adopts to reach the Hong Kong consumer, he will find a ready appreciation of U.S. products as status symbols, and for their quality, style and modern applications. These preferences also exist in other parts of Southeast Asia served by the Hong Kong entrepot.

A key to our trade expansion in Hong Kong exists in the utilization of its free port as a depot and a center for sales operations all over Southeast Asia. Mission members discussed propositions for spare parts depots and for after-sales service by factory trained personnel, using the Colony as a gateway to the nations surrounding it to the South and East.

A number of U.S. firms are—and more should be considering—the advantages of Hong Kong for such regional centers. The port's infrastructure is impressive, with wharfs, warehouses, office space, lighterage, banking, insurance, and freight handling facilities in abundance. The climate is conducive to doing business. Labor is skilled, industrious and motivated. Management is sophisticated, and salesmanship an advancing art.

Hong Kong may also become a display center of some note. Large scale exhibition areas have not existed here previously, but organizations now have been formed to provide such facilities. One such display center, sponsored by International Business Development Limited, will open in April 1966.

## Challenges, opportunities

The Mission members' reports which follow detail some of the challenges and the opportunities facing Hong Kong and U.S. entrepreneurs. The realities of doing business there are set down as determined by its existence as a British Crown Colony with a tradition of stability, law and the protection of property rights; its dedication to free enterprise; its present shift to more sophisticated industrialization and diversification within its manufacturing and trading communities; and certain indecisions about the direction of its future growth in construction, financing heavier industry, and psychological confidence.

Whatever the problems of the future, Hong Kong commerce and industry through flexibility have succeeded in solving many of the most difficult ones of the recent past. Overwhelming challenges are being surmounted with the steady assimilation of more than a million refugees; internal acceptance of and realistic reaction to trade restrictions between the East and the West; rapid light industrialization; shift to quality identification of its own product mix; and successful measures to solve health and water supply problems.

The U.S. Mission believes that with cooperation of business firms at home and abroad, many of the severe challenges of the future may be faced just as imaginatively.

DOWNTOWN KUALA LUMPUR, nerve-center of Malaysia's development drive. The nation is eager for U.S. know-how, and encourages private enterprise.

# Malaysian development projects will need imported construction machinery; U.S. goods preferred

## U.S. producers should stress quality, durability, productivity; Mission encounters strong demand for 'Will Fit Parts'

By FRANCIS J. FABICK

*Executive Secretary, John Fabick Tractor Co., St. Louis, Mo.*

There is a bright future for the sale of construction machinery in Malaysia.

FABICK

Malaysian Government representatives who the Mission met seemed dedicated to industrial expansion, improved health and welfare services, urban renewal and rural development. All these developments should offer many opportunities for sale of United States construction machinery.

There are several large land development schemes underway or proposed, including the Jengka Triangle project, the Muda River Project, the East-West Highway, airport expansion, deep water berths at the Port of Penang, a steel mill, a new university building program, hydroelectric projects, road construction and development of tourist facilities such as hotels, beaches and ancillary services.

The Malaysian Federal Land Development Authority is undertaking the Jengka Triangle Project. A feasibility study of this scheme is being conducted by an American firm of engineers and architects, together with a British firm.

The project covers 300 square miles and involves complete land development from the clearing of the jungle to the planting of oil palm, rubber and other crops. It also provides for community facilities, including townships and processing industries based on agricultural products and forest resources. A World Bank loan of $507,000 will pay the foreign exchange costs of the study.

The Muda River Irrigation Project will permit double cropping of about 250,000 acres of rice land. Bids for the construction of dams, tunnels and canals were submitted in an international tender during December. The project will cost almost $70 million, aided by a World Bank loan of $45 million.

### More chances

The Government of Malaysia is also doing everything possible to improve communications throughout the country, including the improvement of existing airports. Each of these projects provides opportunities for American suppliers.

The Malaysian people are brand conscious, and U.S. products have a good reputation in Malaysia. The "Made in

USA" label is regarded as a mark of quality.

American manufacturers are obtaining the greatest proportion of the business in the general field of construction machinery. However, American makers of excavators and air compressors are not obtaining their share of the market. The business is available but in order to obtain it U.S. manufacturers will have to be more aggressive in Southeast Asia. They must emphasize the quality, durability and productivity of their equipment. U.S. firms should appoint a distributor and begin a regular and active sales campaign to promote their products.

United States manufacturers have the edge on producers of construction machinery from other countries. American-made machines are in demand, but only if they are competitive in price, terms, and service rendered after the sale.

Representatives of American manufacturers in Malaysia are looking for more help in the form of financing from the United States. Malaysians that are buying from our competitors from other lands do so partly because of favorable credit terms rather than the performance of the products.

There is a good replacement market throughout Malaysia, where great deal of the construction equipment is more than five years old. Many U.S.-origin units still in operation are old enough to vote, but there still is some productivity left in them. As competition gets keener, an excellent replacement market for American-made construction machinery should develop in Malaysia during the next five years.

There is also some pent-up demand for certain U.S. construction machines that have been on allocation or in short supply for the past several years.

The Mission received numerous inquiries for the names of manufacturers and suppliers of "Will Fit Parts" and ground engaging parts for construction machinery. There is an increasing market for "Will Fit Parts," provided they are placed in stock and not distributed through a broker or an agent. "Will Fit Parts" should be distributed through an outlet that can provide service after the sale.

# Jurong industrial complex buzzes with U.S. equipment

## Dynamic growth of estate points to opportunities for construction equipment

By FRANCIS J. FABICK

The strong self-confidence of the Singapore Government and the sincerity of its desire to attract new industry are reflected most graphically in the Jurong Industrial Estate, some 12 miles from the heart of Singapore.

Only four years ago, this 16,000 acre area was low-lying swampland along the seashore bordered by hills ranging in height up to several hundred feet. It is amazing to see first hand how this area has been transformed into an industrial complex.

A great deal of this construction work has been accomplished with U.S.-made earthmoving machinery. Giant bulldozers, high-speed rubber tire hauling units, crawlers and rubber tire front-end wheel loaders, compaction equipment, bituminous equipment and road rollers have made this transformation.

The climate for business is a healthy one. The Government is ready and willing to cooperate fully with U.S. firms. There are tremendous opportunities here which lie within our grasp. We had best take a look at them and at general business in this part of the world.

### From hills to factories

The Satellite town of Jurong today is alive and throbbing with a high degree of industrial activity. Where hills once stood, one now sees a steel mill and steel fabrication plants, a cement plant, oil tanks and a tremendous refinery. The hills have been moved into the sea, making way for factories, multi-story low-cost flats, shops, banks and schools.

The work has progressed day and night over a two-year period to make this possible. Some 2,000 acres of land already has been developed for industrial sites. Already about 50 factories have gone into production or are nearing completion. More than 15 miles of main roads have been completed and additional roads are under construction. A 12-mile railway system links the industrial estate and the port to the Malay peninsula. Not only has the railroad been a major project but it has involved the building of seven bridges, five tunnels, and many culverts.

Of the 3,000 feet of wharf space for ocean-going vessels, 1,000 feet of wharf has been completed and the additional wharf area is under various stages of construction. The U.S. contractor is successfully undertaking construction of this wharf.

As one goes about this industrial estate, great activity is observed in utilities. Many miles of water line have been laid, and the building of a reservoir treating plant and a pumping station for industrial water have begun. An adequate supply has been provided for many years to come.

There will be complete housing facilities, schools, hospitals, and shopping centers, which will ultimately take care of 500,000 people, making this into a genuine satellite city of Singapore.

The largest U.S. investment in the Jurong Industrial Estate is the $13 million which Socony Mobil invested in the Mobil Refining Co. (Malaysia) Ltd., for its new refinery. The impressions of our visit were confirmed by the statement of J. R. Kendell, its general manager, that "a healthy investment climate exists here."

FROM SWAMPLAND TO FACTORY, the Jurong industrial estate near Singapore now throbs with activity.

MISSION SEES

# Joint ventures in timber

## Forest products industry has lagged; development would benefit Malaysia, Singapore

By THOMAS C. YOUNG

One of Malaysia's outstanding resources is the almost totally unspoiled timber country.

The tin and rubber industries are being fully exploited but the development of an integrated forest products industry has lagged.

YOUNG

There are also tremendous underdeveloped timber forest in the Borneo areas, especially Sabah.

Listed below are some of the processes and products of the timber industry which could be developed for the benefit of Malaysia and Singapore, with the assistance of U.S. firms:

- Lumber mills are needed to cut dimension lumber. Laminating plants are required to use small dimension lumber. Trusses can be made with immense spans by laminating and gluing small dimension lumber.

### Leave the little ones

Use of these plants enables the timber cutter to clear out the forest instead of leaving the small dimension trees, making it possible to replant the area with similar trees or with a diversity of plantings—oil palms, rubber trees, sugar cane, rice, and other grains. Planting of these crops will be of future benefit to the economies of Malaysia and Singapore.

- Veneer and barking plants can use the bark for many purposes, but especially for insulating board. Particle board is the scrap available when everything else has been used. It is compressed into about ½" sheets, 4 feet by 8 feet, and surfaced with some exotic veneer, such as mahogany, teak, or meranti. Ceiling tile may be made as a by-product of particle board.

- Establishment of a plywood plant is the next step after the setting up of a veneer plant.

- In a pulp plant, wood chips are used in a digester. The good fiber is used to make paper and the screenings are used for many purposes, including corrugated board for packaging.

- Directing the forest products industry toward paper products, including certain chemicals which are a by-product of paper making, in effect consumes everything that comes out of the forest.

This is the system of manufacture used by large organizations in the United States whose tendency is to diversify into completely different types of businesses.

The timber lands of Malaysia frequently contain tin, iron ore, and other metals. Such resources could make development of these timber holdings attractive to large companies in joint ventures with Malaysian timber concessionaires.

### Experience teaches

Development of the timber industry in the Pacific Northwest may point a lesson for development of the Malaysian timber industry. Within the last 35 to 50 years the timber business in the Pacific Northwest has completely changed to an integrated process. Earlier, timber generally was cut by individual loggers, who snaked it out of the forest with one or two horses and a logging chain. These loggers picked out the suitable trees and left others damaged to an extent that it was almost impossible to use them later. Laws in the United States now prohibit this procedure.

### Waste burned

The timber cutter formerly sold his logs to the closest lumber mill at whatever price he could obtain. The lumber mill butchered the logs by cutting a piece of timber into squares by trimming off enough slab wood on four sides to get the biggest dimension lumber. Upon request from customers the timber was cut into 1-, 2-, and 3-inch thickness (with

NEW INTERNATIONAL airport in Kuala Lumpur is a boon to business travelers to Malaysia's busy capital.

widths of 4, 6, 8 and 12 inches). The leftover slab wood was burned. Thus, thousands of waste burners throughout the Northwest were destroying one of our most valuable assets.

A similar pattern may be developing in Malaysia now. The prime timber is being exported as logs, thus denuding the country of one of its most valuable assets. This points out that joint ventures by knowledgeable U.S. lumbermen of today with the modern Malaysian and Singaporean timber concessionaires are needed. One such joint venture, in Singapore's Jurong Industrial Estate, is already producing veneers and plywood for export to the United States.

## Contract conditions

Typical concession contracts between the individual Malaysian states and timber companies usually require that many of the following conditions be met:

A contract calls for evidence of timber, availability and willingness of the concessionaire to cut and sell timber, and the logging and clearing of the land in stages. If the concessionaire fails in required performance, the states may cancel the contract. A typical contract may cover an area exceeding 50,000 acres, to be developed in stages. Each concessionaire may be awarded additional acreage when he requires it if he continues to perform capably. The states also make it clear that the land must be replanted with some suitable crop which will improve and diversify the economy of the country.

A number of well-documented prospects and possibilities may be of interest to integrated lumber companies in the United States. One is a mine area in which the iron ore deposit may run out within five years.

## Complete village

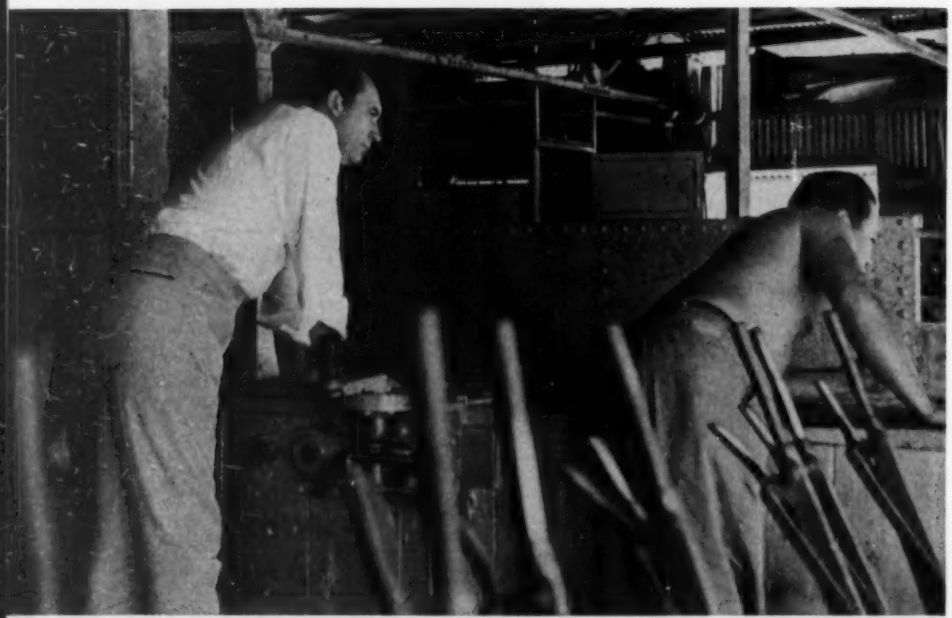
This area includes all the facilities which a logging and lumber company would require. For a timber operator, it includes a complete village with housing, two schools, a well equipped hospital, office buildings, a 50-mile railroad to the ocean, and lighterage to load ships. Also, the mines have a landing field and a 300-acre site of water frontage on which could be included the timber-to-paper complex just described.

Another prospect is a property in the State of Kelantan on the east coast of the Malayan peninsula which is being studied for the third time by a leading turn-key plant engineering firm from New York. This concession, which covers an area of about 20 by 25 miles, undoubtedly includes not only timber but also ore deposits. The concessionaires have held the rights since 1964, but have concentrated mainly on attempting to raise outside capital and obtain foreign participation.

Another important opportunity may exist in a concession held by a development corporation which includes citizens of Malaysia and Singapore. Its head office is in Singapore, but it has a registered office in Malaysia.

All three of these opportunities are well documented. Copies of the contracts with the states of Malaysia are available, together with maps giving location in detail, from the Trade Missions Division, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230. There are others, exemplified by a proposal by an owner of plants, plantations, and mines, who is looking for a joint venture with a U.S. firm which would include mining iron ore and tin, and the planting of rubber, sugar cane, bananas, tapioca and oil palm on the logged off land.

Some of these Malaysian companies are represented in and directed from Singapore, where veneer and plywood production is most developed. While Singapore and Malaysia are separate states, development of their great resources will require cooperation which will be of mutual benefit to both areas.



MISSION MEMBER BROWN inspects a tin mine outside Kuala Lumpur. Timber lands of Malaysia often offer resources such as tin, iron ore and other metals—additional opportunities for joint ventures.

### Chance to submit business proposals for Afghanistan

The U.S. Industrial and Agricultural Development Mission, scheduled to visit Iran April 2-23 (see International Commerce, Sept. 20), will add a week to its work schedule—in Afghanistan. Improving business conditions there prompted the U.S. Embassy in Kabul to suggest this addition.

Business proposals submitted by U.S. firms will be utilized by the Mission in both Iran and Afghanistan unless specified otherwise. Those companies which have sent in proposals for Iran have been approached individually with a request to notify the Department if they wish their offers treated differently in the two countries.

Proposals for either country will be accepted by the Trade Missions Division, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230, until Feb. 15.

## At Bangkok, not Tokyo

A Garage and Service Station Equipment Show has been scheduled for the U.S. Trade Center in Bangkok May 18-31. Last week's issue erroneously listed the site as Tokyo.

# Show pride in hospitals

## Strong market exists for instruments for medical and industrial research

By HASSIN E. SCHUELER, JR.
*President, Schueler & Co.*
*New York, N.Y.*

An excellent opportunity exists for selling U.S.-made hospital laboratory and related products in both the Singapore and the Malaysian markets.

SCHUELER

Of special interest to U.S. suppliers is the Malaysian Government's ambitious and imaginative program to construct and equip numerous hospital projects.

Citizens of Singapore, who have the highest standard of living in Southeast Asia, enjoy good hospitals and schools; well organized welfare organizations, both public and voluntary, with well trained staffs; and efficient public services.

The Singapore Government provides nearly all the hospital beds in the State. It has 11 hospitals—one a general hospital and the others special for tuberculosis, mental diseases, obstetrics and gynecology. These together contain 6,671 beds. Private hospitals, of which there are five, add an additional 763 beds.

Treatment for minor illnesses is offered in 31 outpatient clinics. Fifty-nine midwife centers provide mother and child care service. The University of Singapore has a medical faculty which trains physicians, nurses and dental surgeons, and it includes post graduate medical training facilities. The Institute of Health includes an outpatient department, a Government school of health services, and a university department of social medicine and public health.

### In Malaysia

In Malaysia, the doctor population ratio is 1 to 6000, denoting a severe shortage of medical service. The Malaysian Government has endeavored to correct this deficiency by providing medical education through the newly constructed facility for the teaching of medicine at the University of Malaysia in Kuala Lumpur.

This medical school, now being completed, is the first such institution in Singapore or Malaysia since the founding of the medical school in Singapore 60 years ago. The whole project arose out of the acute shortage of doctors with which the country is presently faced. As a result, it will provide training for medical post graduate work, and train nurses, laboratory technicians and dental students.

As Malaysia is stepping up its development programs, exceptionally interesting opportunities are growing for U.S. exporters of hospital and laboratory equipment and pharmaceuticals. U.S. products have a good reputation in Malaysia and the "made in the U.S.A." label is regarded as a hallmark of quality and the latest technology.

### Scientific instruments wanted

Opportunities are leading toward an excellent market both in Singapore and Malaysia covering scientific instruments for medical research, teaching institutions, and industrial research. For example, the Economic Development Board in Singapore provides services and facilities comprising a complete industrial research unit. This unit includes workshops and laboratories to assist local factories in resolving technical problems for quality control and provision of testing facilities. Out of this arises a demand for U.S. scientific instruments and laboratory supplies—including microscopes which are also sought by teaching institutions.

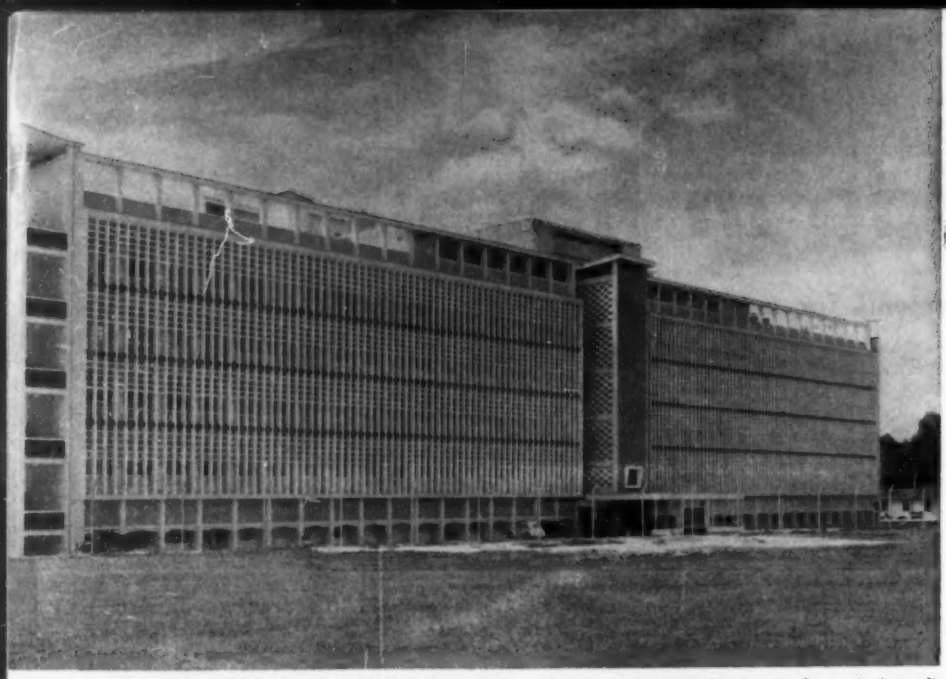
Hospital equipment is being supplied by large agency houses, most of them European owned and operating as sale representatives for foreign suppliers. The two major hospital and laboratory supply houses have offices both in Singapore and Kuala Lumpur. One is British, and the other a German oriented company representing a good cross section of leading European suppliers. These firms also have selling agents in the Borneo areas of Sarawak and Sabah.

Suppliers will find growing opportunities for U.S. made equipment. Present obstacles to American participation are fading rapidly as technical specifications —which formerly leaned more strongly on United Kingdom sources—are being changed. Purchasing habits and ties through the Crown Agents to British equipment are slowly being severed. Increased demands are being made by the medical profession which is calling for improved technical services.

Severe criticism has been expressed by the Ministries, complaining about the absence of qualified technicians to service laboratory, electro-medical and X-ray equipment, including scientific instruments. Frequently local agents are incapable of installing and servicing ordered electro-medical instrumentation.

To ensure sales, the supplier should

THE MINISTRY of Health's Teaching Hospital will make its facilities available to the Medical School of the University of Malaya. When completed, the $18 million medical center will contain 800 beds.



NEW MATERNITY HOSPITAL in Kuala Lumpur reflects the increasing specialization in the region's medical facilities. More new hospitals are now on the way, offering sales chances for American goods.

provide technical training personnel to start and to service the equipment. In addition to the daily needs of supplying hospitals and laboratories, there will be opportunities to supply the numerous new hospital projects on the drawing board.

The Singapore Ministry of Health has embarked on an enormous health program to improve the health status of the country. Malaysia also is attempting to serve as a show window in health services for the South East Asia areas. This might offer ideal opportunities to U.S. companies, but many European countries are equally attracted. In fact the German Government extended a helpful hand to Malaysia by granting a low-interest long-term loan of about $4 million to be used solely for equipping the new teaching hospitals in Kuala Lumpur.

### Joint ventures

Both Governments are offering many inducements to attract foreign interests as joint venture partners. A growing number of U.S. and other foreign companies are now moving to take full advantage of these incentives, including pioneer industry status. The countries' key location makes them ideal bases for regional operations. The investment climate is unusually favorable, and local interests seek foreign investment with emphasis on technical know-how.

U.S. manufacturers of rubber sundries and surgical goods may wish to investigate local manufacturing in Malaysia. Very high quality latex is available in Malaysia, and exporting to South East Asian markets would offer many advantages.

Also, manufacturing and packaging pharmaceuticals would be eligible for a number of incentives and should be thoroughly investigated. Many local entrepreneurs are waiting for all types of opportunities to enter into joint ventures.

### Both vibrant

Both Malaysia and Singapore are vibrant economies. The people are industrious, but require know-how. Both the Singapore and the Malaysian Governments are eager to attract U.S. business for manufacturing for their domestic markets and for exporting to many parts of South East Asia at competitive prices.

### Hospitals to be built in Malaysia, Singapore

| Malaysia | Beds |
|---|---|
| Kuala Lumpur Teaching | 800 |
| Kuala Lumpur Chinese Maternity Methodist Mission | 150 |
| Ipoh General | 700 |
| Malacca General | 400 |
| Kuala Lumpur General | 1500 |
| Kuantan General | 700 |
| Seremban General | 700 |
| **Singapore** | |
| Singapore 3d General including radio therapy | 500 |

Also, the Government of Malaysia is considering building hospitals at Kuantan, Montakab, Changkat, Melintang, Kulim and Pasir Mas.

# Mission in Malaysia, Singapore sparks 160 talks with business

By TADD LINSENMAYER
*Mission Trade Development Officer*

The U.S. Trade Mission to Malaysia and Singapore began operations in Kuala Lumpur on Oct. 23, supplied with 439 specific business proposals from U.S. firms.

LINSENMAYER

At a business information center set up in Kuala Lumpur, 64 interviews were held with local businessmen.

Members toured 16 plants, and three of the members made a two-day visit to Penang on the west coast of Malaysia.

Almost a third of the interviews held concerned joint venture or licensing propositions in such fields as paper, pulp, and plywood; steel tubing; food products; building materials; chemicals, and building construction.

Opportunities for the sale of U.S. goods accounted for more than a third of the interviews, and were for such items as construction machinery, hospital and scientific equipment, building materials, and feed supplements. Many firms wanted to act as local agents for U.S. product lines.

The mission arrived Nov. 2 in Singapore, where a second business information center was set up. The group was briefed by—among others—the Economic Development Board of the Singapore Government. Included in this briefing was a conducted tour of the Jurong industrial complex.

In Singapore, the mission held 96 interviews and visited 19 plants. It brought back more than 70 trade opportunities for consideration by U.S. firms. Almost a quarter of the interviews concerned joint venture proposals, in such fields as cosmetics, carbon paper, plywood, and fiber board, plastic goods and food products.

Half of the interviews revealed opportunities for the sale of a variety of U.S. products, such as cosmetics, pharmaceuticals, apparel, food products, hospital and scientific equipment, and industrial machinery.

# Establishment of small-scale metal, food industries proposed for Malaysia and Singapore

## A few factories in Singapore make nuts, bolts, screws, but both countries could use bigger production; both Governments encourage setting up of food processing facilities

By CHARLES J. BROWN
*President, Metal Flo Corp.*
*New York, N.Y.*

As any good student of geography should recall, the richly endowed Malay peninsula was producing abundant amounts of tin and natural rubber as long ago as when "the sun never set on the British Empire."

BROWN

One very tangible result of these operations in two of the world's most valuable basic commodities has been a standard of living significantly higher than that of neighboring nations. In fact, the standard of life in Malaysia and Singapore is exceeded in the Orient only by that of Japan.

The relatively high degree of prosperity in these areas has enabled them to make considerable progress in education and the elimination of illiteracy. This happy situation has helped in the transition from a colonial to a sovereign status, and is recognized by leaders as an important asset in advancing economic development.

### Realities, limitations

One of the mission's strongest impressions was the increasing need for small-sized manufacturing enterprises. Building up such businesses would be of immense economic benefit to these countries, and it can be done—at not too great a cost—with an excellent chance of success.

To think in terms of one or two giant employers, however, is not realistic. By giant employers we do not mean extractive industries such as tin mining and large-scale production of natural rubber, but rather enterprises such as a major steel mill, a huge textile mill, or possibly an automotive factory.

Operations of such magnitude may not be feasible for several reasons. Either the essential raw materials are not locally available in sufficient quantity, or the distances from which they would have to be brought are too great. Additionally, it would probably be difficult to justify them economically on the basis of the size of the market in Malaysia and Singapore.

Furthermore, dependence on one, or two, or even three very large-scale employers involves an unwarranted risk. Any single undertaking is too vulnerable to another country's trade policies or to devastating technological developments.

### Need for light industries

Such factors indicate the desirability of building up a number of what one might term light, local industries. The Governments of both Malaysia and Singapore, recognizing this need, have been encouraging and are prepared to further encourage such a trend.

Metals and foods—two fields in which I have had experience—offer opportunities.

A few factories in Singapore are producing such essential items as nails, screws, bolts and tubing; but both Singapore and Malaysia are wide open for additional modest local plants to produce these and similar articles. On one hand, there is a considerable time lag—due to the great distances involved—in getting orders filled from overseas (primarily Japan and Europe). On the other hand, local circumstances are propitious for the successful establishment of such facilities:

- A ready market exists. The people of Malaysia and Singapore have the desire to buy and the money to purchase. They have the ability to appreciate relatively sophisticated merchandise.
- The level of education is such that residents of Malaysia and Singapore could be readily trained to work in such factories.
- The technical know-how essential to launching such enterprises is easily obtainable from counterpart companies, either American or of other nationality.
- Local governments are eager to encourage activity by such tangible policies as granting "pioneer status"—tax exemption of sufficient duration to permit a new business to get itself thoroughly established; providing industrial development loans on lenient terms; developing industrial estates and assisting firms to locate factory sites; and permitting foreign in-

SINGAPORE'S Economic Development Board Chairman (left) and Finance Minister look on as Joseph Yermish, General Manager of the Fenway Machine Co. of Philadelphia, demonstrates one of his firm's portable nibbling machines at a U.S. commercial exhibit sponsored by the Department of Commerce.

vestors to repatriate their investment and profits.

Food products offer comparable opportunities. One reason why agriculture in Malaysia is not more diversified is that there is little of what could be called food processing, food packaging, or a food storage industry. Farmer and housewife meet daily in the local market place and deal in terms of one day's requirements at a time.

Establishment of freeze-drying operations would help to correct this situation. In time, a greater range of crops would be grown. Construction of adequate processing and storage facilities, for example, would help encourage the raising of beef cattle. As with other industries, the Governments of both Malaysia and Singapore encourage the setting up of food processing and storage facilities.

### Two-way benefits

The building up of additional small- to medium-sized industries in Malaysia and Singapore would, among other things, benefit the economy of the area. Such a movement would be encouraging to the young, free-enterprise oriented individuals who are among the leaders of these two states. In addition, any build up in Malaysia and Singapore will be to the economic advantage of the United States. Not only will it tend to win friends for us but it will help our own export program by providing a market for U.S. consumer and industrial goods.

How should a U.S. company interested in the opportunities offered in these countries proceed?

► Do a little "desk research" at home, using the services offered by the U.S. Department of Commerce.

► Dispatch a qualified executive to follow up on this preliminary investigation by on-the-spot work.

► Work closely with the local U.S. Embassies or Consulates, who in turn will assist in dealing with local government officials.

► Provide the indigenous people with whom you decide to work with information and know-how in such areas as production, accounting and financing, sales and marketing—in short, all functions essential to a growing enterprise.

► Make available the capital estimated as needed to launch the venture. This possibly could come to about one-fourth of the total, the second fourth coming from the local private sources and the remainder from the local government or other financing institutions.

► Assign one or more representatives to live with the new enterprise until it is thoroughly on its feet.

INSPECTING PARTY consisting of mission member Francis Fabick prepared to clamber ashore from a small barge after touring the tin mine dredge at Pacific Tin Mining Company's Malaysia affiliate.

# Malaysian economy progresses; industry expansion, development programs stimulate import needs

## U.S. firms find market competitive, investment climate attractive; first five-year plan, 1966-70, introduced

By LOUISE H. HILLSON
*Bureau of International Commerce*

Malaysia, which consists of Malaya, Sabah, and Sarawak, continues to make impressive economic progress, despite the separation of Singapore last August and the defense expenditures necessitated by Indonesian confrontation.

HILLSON

The widening of the income base, continuing industrial expansion, and extensive basic economic and rural development programs are stimulating import requirements and opening new investment opportunities. U.S. exporters and investors are finding the market competitive and the investment climate attractive.

The Malaysian Finance Minister in his recent budget address gave an optimistic appraisal of the economy and predicted that progress will continue. He pointed to growing Government expenditures, however, and said that a budget deficit is expected in the next fiscal year. Gross national product at current prices for 1965 is estimated at $2.853 million, and the 1960-65 growth rate has averaged about 6% annually.

Prices have remained stable, although there has been some inflationary pressure in the Borneo states of Sabah and Sarawak. Despite the high rate of population growth (3%), the Malaysian per capita GNP has been steadily rising and now is

estimated at $303 per annum, one of the highest in Southeast Asia.

## External trade favorable

Good progress in the various domestic sectors of the Malaysian economy is matched in external trade developments. Exports in 1965 are expected to reach a record of $1,190 million and imports should rise to a total of $1,095 million, to yield a favorable trade balance of $95 million compared with $46 million in 1964. This favorable trading performance is the result of rising production and higher prices for the major export commodities and the establishment of import displacement industries.

Industrialization has also been making good progress, although the break with Singapore may reduce Malaysia's attractiveness for investment in some industries. Between 1963 and 1964, factory production in Malaya increased 23% in terms of net value, compared with an increase of 20% in 1963. Industries are concentrated on the west coast of Malaya, although there are some light industries and processing of raw materials on the Malayan east coast and in Sabah and Sarawak.

## More active role

The Malaysian Government is planning to play a more active role in industrial promotion and has promised to give more protection to domestic industries and adopt other measures to accelerate the pace of development. The essential ground work of an investment feasibility study being undertaken by a U.S. consulting firm has been completed and will present information useful to private investors. The Federal Industrial Development Authority is being created to coordinate the industrialization program.

A drive has been launched to encourage consumption of Malaysia-made products, and Federal funds have been made available to the states for development of industrial estates. Amendments to the pioneer industries legislation are contemplated which should also stimulate investment in new industries. Domestic production will be encouraged by the Government tax program for 1966. Few new taxes were introduced and a 2% tax on the actual value of sale of imported goods was substituted for the present multistage turnover tax. In addition, the imposition of the capital gains tax was postponed.

## First five-year plan

The Government has introduced the First Malaysia Five-Year Plan (1966-70) which proposes total public sector expenditures of $1,487 million, an increase of 42% over the estimated figure for 1961-65. Proposed economic and social development schemes are set at $1,245 million, or 32% more than the estimated 1961-65 total. It is expected that $621 million will have to come from foreign sources.

The new Plan will include projects for land development, road building, telecommunications, public housing, and development of small industries. These projects should provide new opportunities for U.S. suppliers of machinery, heavy equipment and construction materials.

## U.S. share

The U.S. share of the Malaysian market is comparatively small, and U.S. suppliers are facing strong competition from their Western European, Japanese, and Australian counterparts. In 1964, imports from the United States by the Malaysian areas, with the U.S. share of the market in parentheses, were as follows: Malaya, $43 million (5.2%); Sabah, $9.1 million (9.2%); and Sarawak, $8.6 million (5.9%).

U.S. suppliers are most successful in a narrow range of products with emphasis on machinery, tractors, heavy equipment, specialized items such as air conditioners and parts, tobacco and manufacturers, lubricants, calculating machinery, and telecom equipment.

## New demand for consumer goods

The growing prosperity of the Malaysian people is creating a new demand for consumer goods for which U.S. exporters may be able to compete. However, many new local industries are preempting the market for certain types of consumer goods, and this trend is expected to continue.

Malaysia is a promising field for U.S. private investment. The Malaysian Government welcomes and encourages private investment, particularly in joint ventures with Malaysians. The economy is based firmly on the free enterprise system, but the Government provides many incentives which are available to local and foreign investors alike.

The United States has been an important investor in Malaysia, with a major investment in an oil refinery and lesser in-

## Market profile—Malaysia

**Area:** About 128,000 square miles (slightly larger than New Mexico). Comprises Malaya (50,700), Sabah (29,388), and Sarawak (47,500).

**Population:** More than 9 million. Malaya (8 million), Sabah (520 thousand), Sarawak (839 thousand). Multi-racial, predominantly Malay and Chinese. Some Indians, Borneo indigenous. 3.1% annual increase.

**Principal cities:** Kuala Lumpur (capital), about 320,000; Penang, 235,000; Ipoh, 225,000.

**Currency:** Malayan dollar. M$3.06 = US$1. Currency stable.

**Gross national product:** $2,853 million (est. 1965). Growth rate 1960-65, annual average of about 6%. Per capita GNP, $303. Economy primarily agricultural; increasing variety of industries, mainly in Malaya. Most important products, rubber and tin.

**Electricity production:** 1,756.5 thousand kw-h. generated (1964). Expanding to meet consumption requirements.

**Principal manufacturing industries:** Manufacturing accounts for about 9% of Malaya's GNP. Centered on Malayan west coast. Mainly light, import-substitute, but increasing emphasis on heavy industry and production for export.

**Mining:** Mainly tin, iron ore, bauxite. Petroleum produced in Sarawak, explorations elsewhere.

**Foreign trade** (1964): Total exports (in millions): Malaya, $908.8; Sarawak, $131; Sabah, $84.9. Total imports: Malaya, $824; Sarawak, $146.5; Sabah, $98.9.

Principal exports: Malaya—rubber 47%; tin 26%; iron ore, 6%; timber, 3%; Sarawak—petroleum products, 51%; Sabah—timber, 57%. Principal imports (Malaya): food, 28%; machinery and transport equipment, 21%; manufactured goods, 25%.

Principal buyers (Malaya): Japan, United States, U.K., Singapore. Principal suppliers: U.K., Thailand, Japan, Singapore, Mainland China, Australia, United States.

**Gold and foreign exchange reserves:** Approximately $1 billion (enough to finance 10 months imports).

vestments in such industries as the production of condensed milk, wood products, batteries, air conditioners and sewing machine assembly. An additional attraction for U.S. investors has been provided by the recent amendment of the U.S.-Federation of Malaya Investment Guaranty Agreement to cover all of Malaysia, and to extend coverage to losses due to war risk and business failure.

### Step toward cooperation

Potential investors in Malaysia, both domestic and foreign, are concerned about the degree of economic cooperation that will take place between Malaysia and Singapore now that the agreement for an eventual Common Market has been abrogated. Although the establishment of a customs union or free trade area between the two countries is unlikely to occur in the near future, a step toward economic cooperation was taken with the removal by both Governments of licensing requirements and quota restrictions on the movement from one country to the other of a long list of locally produced goods. With the imposition by Singapore of tariff and quota controls on a number of locally produced goods, however, many Malaysian-made products are now restricted entry into Singapore.

The Malaysian Government is moving toward the creation of a single customs area comprising Malaya, Sabah and Sarawak, by the removal of several import controls, harmonization of a number of import duties and duty exemption on a number of local goods moving within Malaysia. Eventually, all goods, whether manufactured in Malaysia or not, will be able to move freely between the different customs areas without payment of duty.

# First five-year development plan for Malaysia spurs new patterns of economic activity

## Government promotes growth of manufacturing, emphasizes expansion of import-substitute and export industries

By CORNELIS J. GOINGA
*Commercial Attache, U.S. Embassy*
*Kuala Lumpur*

The year 1965 marks the final phase of the Malayan Second Five-Year Plan and the advent of a new comprehensive and integrated plan for the development of all of Malaysia.

GOINGA

The first two five-year plans, which covered the period 1957-65, applied only to Malaya (formerly the Federation of Malaya). The new plan covers Malaysia in total—Malaya, Sarawak and Sabah.

Progress in the Malaysian economy during the last five years has been impressive and gratifying. The Government and the people can rightly be proud of this achievement, but a great deal is left to be done. The Malaysian people are therefore constantly urged by their Government to redouble their efforts to sustain the nation's economic growth and development in the face of the many complex problems and tasks ahead.

The First Malaysian Plan represents a major step forward in meeting this challenge. The Plan involves a total development outlay of $3.5 billion in both the public and private sectors, and will consolidate the foundation already laid for the far-reaching process of Malaysia's modernization and nation building.

Despite the successes of the past and the relatively high standard of living already achieved, Malaysia urgently needs rapid economic development in the future. The Nation's population growth rate is about 3% a year, an increase which undoubtedly will challenge the Government's efforts to raise the per capita income levels. Economic growth therefore must be sufficiently rapid to provide jobs for the new job seekers.

### New patterns

Rapid development can no longer be achieved in Malaysia, it is now realized, simply by continuing the traditional pattern of economic growth. The twin pillars of the economy, rubber and tin, are slowly losing some of their strength because of the ever growing competition from synthetic rubber production and the progressive exhaustion of Malaysia's tin reserve. Malaysia is therefore seeking to develop new patterns of economic activity. A number of promising opportunities are open to the nation for domestic production of more and more of the items which are at present imported. There are also a number of possibilities for expanding export industries, some of which are scheduled to be exploited under the First Malaysia Plan as follows:

- Rubber replanting will continue. By raising productivity at the fastest possible rate, the nation can minimize the adverse effects of falling world prices.
- Mineral potentials will be further explored. In several parts of Malaysia investigations for oil, tin and other mineral deposits are underway.
- Oil palm production is becoming an increasingly attractive alternative to rubber production. Palm oil output will expand rapidly and make an increasingly important contribution to the national income.
- In addition to agricultural products, the country's industrial products will continue to enter the world market in increasing volume. It is feared, however, that over the next five years these industrial products will be either too small in their impact on total export proceeds or not yet ready for large-scale production.

### Import-substitute industries

Under the new Malaysian Plan, emphasis will be placed on increasing production for the home market by introduction of new industries and promotion of the expansion of existing domestic industries to minister to needs formerly satisfied by imports. An important aspect of this program is the maintainance and increase of the high level of investment achieved in recent years.

The magnitude of the possibilities for development of import-substitute indus-

### the author

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tries may be seen from the estimate that only about 40% of total Malaysian domestic demand for manufactured consumer goods of roughly $700 million is met from local production, while 60% is imported. Additional opportunities for industrial development will arise as increases in population and per capita income enlarge the size of the domestic market. As progressive expansion takes place in the consumer goods industries, opportunities will also arise for establishment and expansion of intermediate and producer goods industries supplying materials required by the consumer goods industries. These opportunities should improve further as export markets are developed.

### Mainly in Malaya

Opportunities for new industries during the Plan period will be mainly in Malaya. In the Borneo States only a small degree of manufacturing development is anticipated in the next five years. However, public investment in basic economic facilities and in the agricultural sector in the Borneo States will serve to prepare them for viable industrial development in the future.

In undertaking its role of promoting and facilitating the growth of manufacturing in Malaysia, the Government will continue to:

► Gear its financial and monetary policies to the objective of maintaining a sound and stable climate free from restrictions and controls.

► Implement policies which will encourage and facilitate the accumulation of private savings for investments in the private sector, primarily in industrial development.

► Implement policies which will ensure that, consistent with the national interest, incentives for private industrial investment are as favorable as possible.

► Promote development of basic economic facilities so that adequate power, water, transport and communication will be available for use by industries.

► Ensure that development of the educational system will be geared to generate the necessary quantity and quality of manpower required to establish and operate modern industry.

► Encourage broadly based Malaysian participation in industrial development by providing facilities and opportunities for the indigenous people who still have a limited amount of capital and know-how to participate effectively in industrial development.

The Government is already implementing a number of specific promotional measures.

ROBINSON'S DEPARTMENT STORE in Singapore, and branch in Kuala Lumpur, serve consumer market.

# Highest per capita income in SE Asia supports growing consumer market

## Few U.S. exporters recognize Singapore-Malaysian potential; demand for top-quality consumer goods centers in urban areas

By CHARLES LEVY
*Chairman of the Board, S. P. Dunham & Co.*
*Trenton, N.J.*

An untapped market in Malaysia and Singapore awaits the aggressive manufacturer of U.S. consumer goods.

The combined population of about 11 million people have the highest per capita income in Southeast Asia and depend on the outside world for most of their consumer goods.

LEVY

Although Malaysia and Singapore were not generally considered markets for quality consumer products in the past, there has been a continuous rise in the income level in both areas. There is an increased demand for better quality consumer goods, especially in the main urban centers.

Because of preferences established years ago, English consumer goods predominate in this market. However, U.S. products are displayed everywhere, along with competing English, Japanese and West European goods. Preferential Commonwealth tariff arrangements favor the import of certain British-made products into Malaysia, and the cost of transportation from the U.S. is relatively higher, so basic cost is not the only factor influencing Malaysian and Singapore buyers.

Quality, known brands, and international style appeal are a few of the reasons why Malaysians and Singaporeans often prefer U.S. products.

However, not enough U.S. manufacturers have recognized the great potential of these two vibrant markets. While certain U.S. consumer goods can be seen in department stores, super-markets and the small shops, there are hundreds of U.S. brands missing from these counters. The acceptability of U.S. brands, the status symbol of the U.S. label, the benefits of international advertising, and the influence of American magazines and

GOING TO THE SOURCE, mission members watch a rubber tree being tapped at a plantation near Kuala Lumpur. A leading Malaysian export, rubber earns the foreign exchange to buy U.S. goods.

movies are a few reasons why U.S. manufacturers should make every effort to sell their brands in the growing Malaysian and Singapore market.

Agents represent many American firms. They do not usually carry competitive lines, and generally work on commission arrangements.

Some wholesalers carry stocks, but generally the importer acts as wholesaler and retailer, selecting other retailers as distributors.

## Expenses are low

Stores operate on an approximately 30% initial mark-up, but low expenses compensate for this low mark-up. For example, an average salesman's monthly salary is about $50.

The majority of the wholesale-retail establishments selling consumer goods in Malaysia and Singapore are controlled by local citizens of Chinese extraction.

An exception is British-owned Robinson's which has a good-sized store in Singapore and a branch in Kuala Lumpur. Both are centrally-located with ample parking. It is a member of an aggressive New York buying office, and is alert to the latest style trends. Thus, although the store is clearly oriented toward the United Kingdom, its racks and counters display many U.S. brands.

Robinson's has recently added a separate Marks and Spencer department in Singapore and Kuala Lumpur with a complete range of medium-priced goods. The store's principals visit the United States every year and spend a few weeks in their New York buying offices reviewing current lines for purchase.

A great deal more can be done by U.S. manufacturers of branded goods to bring the U.S. label to the attention of Robinson's prospective buyers and other importers.

## Also sell wholesale

There are two large supermarket chains in Malaysia and Singapore, whose stores employ the latest merchandising methods, Cold Storage and Fitzpatrick's (in which Woolworth's of Australia has a controlling interest. These two chains have combined to open a large supermarket in Kuala Lumpur.

These stores are not only retail establishments, but also sell wholesale to smaller stores, with wholesaling accounting for well over half their business. The upper stories of their buildings are leased as small "shoplets" to operators of various lines not competing with their main food operation. These include hairdressing salons, garden suppliers, textiles, film and camera equipment, and costume jewelry.

A newly added feature is a catering department serving private customers and hotels, which features planning and layout for complete kitchen facilities. Over 60% of the supermarket's business is done on a 30-day credit basis.

Many advertising agencies are equipped to offer merchandising services such as artwork engraving.

Though the mass communication facilities are available, it is still not easy to reach the buying public at modest cost.

Clothing and dry goods produced in Malaysia and Singapore are insufficient to meet domestic requirements. Successful U.S. apparel developments such as "permanent crease" products which are not yet on sale in Malaysia and Singapore would find ready acceptance in these tropical countries.

## Brand conscious

Branded lines of men's furnishings are much in demand. A few of the best name U.S. brands are seen in the stores and there is a great opportunity for retailers to develop their assortments in this direction. Men's clothes made of light-weight synthetics and mixed fibres are popular, and stocks could be bolstered. Children's brand dresses and sportswear in all sizes are needed, and products of British suppliers are incomplete.

Synthetic piece goods for underwear and dresses should sell, since store assortments are poor. Wholesalers are seeking textiles of American-made synthetic and blended fibers, particularly raincoat fabrics.

All the cosmetic counters in the stores feature predominantly U.S. branded lines, along with some of British and French origin. There is still opportunity for sales of many lines now being successfully sold in the States. Hair preparations, cream treatments, and perfume brand lines are constantly being sought.

Most office supplies and equipment are imported, but there is one small factory in Singapore manufacturing a full range of steel office furniture and equipment. Office machinery of U.S., European and Japanese origin are seen throughout Malaysia and Singapore. Most of the equipment is imported by Malaysian Chinese firms which act as wholesalers and service the equipment, either selling it outright or leasing it.

Practically all stationery and school supplies are imported, though some paper products such as napkins and plates are also manufactured domestically. Boxed stationery, greeting cards, masking tape, pressure sensitized thermo plastic sealants, carbon paper, ink adhesive, new branded pen lines, paper bag and sealing equipment for industry are all in demand.

There are many wholesale, retail, and subscription agents handling books and periodicals, and there are no restrictions on the import of books and magazines other than those covered in the Undesirable Publications Ordinance. The U.S. ranks after the United Kingdom and Hong Kong as a supplier of imported periodicals, and is the largest supplier of sheet music. Most of these imports from Hong Kong are in Chinese.

## Market for books

Malaysia and Singapore have a comparatively high living standard and a rising literacy rate. The Governments have accelerated their school building programs at all levels (there is an active adult education and evening school program) and English is one of the languages of instruction. Thus the market for English-language textbooks has a built-in and continually growing future.

The Economic Development Board of Singapore, with the help of United Nations experts, is conducting research in the reptile leather field. Both the tanning of reptile skins and the manufacturing of small leather goods, handbags, belts, and shoes can be improved considerably. There is a genuine opportunity for joint-ventures open to alert manufacturers. American "know-how" could develop this business without disrupting the U.S. trade pattern, as this field has not been fully developed in the United States.

# Singapore on new path

## Trading center for over 140 years decides to add sizable industrial base

By ALBERT K. LUDY

*Chief, Commercial and Economic Section, American Consulate General, Singapore*

"Our policy will have to be the maintenance of our traditional position as a trading center, while adding an industrial base to our traditional economy."

In these words Singapore's Minister for Finance expressed very simply, in his recent Budget Address to Parliament, the policy on which the new nation's continued economic growth and prosperity are to be based.

LUDY

Singapore's traditional position as a trading center goes back over 140 years. In 1822 Sir Stamford Raffles wrote to the Duchess of Somerset regarding Singapore:

". . . It would be difficult to name a place on the face of the globe with brighter prospects or more pleasant satisfaction. In little more than three years it has risen from an insignificant fishing village to a large and prosperous town containing at least ten thousand inhabitants of all nations actively engaged in commercial pursuits which afford to each and all a handsome livelihood and abundant profit."

In the intervening years the population has risen to nearly two million inhabitants, most of whom have continued to reap a handsome livelihood from commercial pursuits—enjoying the highest per capita income in Asia with the exception of Japan.

By 1960, however, Singapore Government economic experts realized that the entrepot trade on which the island had thrived was not expanding fast enough to provide jobs for the city's increasing population, nor to generate the revenues needed to sustain the level of education, housing and medical and other welfare services that the Government desired to provide its people.

Consequently, Singapore's First Development Plan (1961-65) was conceived to attack this basic problem. Of the approximately $315 million expended according to that Plan, $196 million was spent for "economic" development, as distinct from "social" development (i.e., education, housing, public health, etc.)

Most of the $196 million was spent on infrastructure such as the Jurong industrial estate described in a separate article. Gross capital formation rose from $46 million in 1960 to $138 million in 1964, and an impressive start was made toward a manufacturing sector.

Unfortunately, however, the entrepot trade itself received a low blow in September, 1963 when Indonesia reacted to the formation of Malaysia by an economic blockade as part of its "Confrontation" policy. This served to cut off the chief source of the rubber, coffee, spices, rattan, copra and other products whose processing had kept Singapore prosperous, and to remove a major customer for the consumer and industrial goods which had flowed through the island emporium, keeping the abacuses of Singapore's merchants clicking and their cash registers ringing.

Thus, the new industrial activity had the very vital effect of keeping Singapore's economy alive by filling the void in entrepot trade made by "Confrontation", but it did not supplement that trade to the extent that had been anticipated. It is a small miracle that thanks to the success of the First Development Plan, Singapore's national income continued to increase despite the loss of Indonesian trade.

The drive toward industrialization during that period was oriented primarily toward the local manufacture of materials for the domestic market—import substitution. The drive received its impetus to a significant extent from the expectation of an 11,000,000 consumer Malaysian "Common Market" envisaged when the new nation of Malaysia was established.

The "Common Market" did not even get started, however, during the two years that Singapore was politically a part of Malaysia. There was hope immediately after the separation of August 9, 1965 that the two nations, although separate politically, might still move toward some sort of a customs union, but Malaysia continued unwilling to lower its tariff barriers against Singapore, and the latter responded by establishing its own protective tariff on the products of its infant industries.

New high-level economic talks between Singapore and Malaysia will begin early in 1966, with a view to achieving closer trade cooperation, but for the short run, at least, it appears that Singapore's industry can count as its protected domestic market only the nearly two million inhabitants of the island itself.

Hence, after several months of exploring the economic alternatives, the Finance Minister confirmed in his Dec. 13 Budget Address that the emphasis in

**THE SINGAPORE RIVER** is one of the busiest highways in town, as hundreds of river craft clutter its banks each day. Singapore has evolved from a fishing village into a leading world trade center.

FIRMS FROM AROUND THE WORLD are represented by shops on this downtown Singapore street.

Singapore's Second Development Plan (1966-70) will be on the continued building up of the industrial base but largely with export markets in view.

This new emphasis had, in fact, first been revealed by the Minister in an address in mid-November, at which time he announced several new incentives that would be established for the benefit of export industries, such as double tax exemptions for overseas promotional expenditures and accelerated depreciation allowances on capital equipment.

The Minister also confirmed in his Budget Address other recent statements that special efforts will be made to obtain and/or expand foreign markets for Singapore's manufactures, such as the sending abroad of trade missions, and possible requests for special facilities in the industrialized countries having the greatest stake in Singapore's economic survival.

Manufacturing in Singapore for export is not a new concept as far as United States private enterprise is concerned. One American firm, for example, has for 18 years been producing flashlight and radio batteries in a Singapore factory, over 90 percent the output of which has been sold competitively in export markets.

Within the past year a joint venture of United States and Singapore interests has begun producing hardwood veneers in a factory in Jurong all of whose output is sold in the United States. An American refinery being built at Jurong will export most of its output when it begins production in mid-1966.

Singapore's Second Development Plan envisages expenditures on Developmental projects during the five year period (1966-70) of $507 million, of which $325 million will be for "economic" development. Of this amount, $114 million is destined for expanding industry and trade, $105 million for public utilities, $62 million for transport and communications and $43 million for rural and land development.

It is hoped that the expenditure of this amount by the public sector will generate matching private investment in industry in the neighborhood of $400 million during the five years; the Government expenditures are to be met from current income and reserves. While the new nation will welcome outside assistance, this is desired only in the form of increased trade —and new private investment and know-how.

This hope does not appear over-optimistic if the favorable investment climate which has existed up to now is maintained. Few, if any, other developing countries can match Singapore's hospitality toward foreign investment. Exchange controls are only nominal, and impose no restriction on the importation of capital, the re-exportation of capital and profits, or other normal commercial transactions. (The currency is not only stable, but is backed more than one hundred percent by sterling reserves. Singapore's foreign indebtedness is negligible.)

There are no restrictions as to the nationality of investors—firms may be entirely foreign-owned, if desired, although in most cases joint ventures may offer real advantages. Immigration laws still permit easy access for foreign managerial and technical officials, while the existing labor supply responds quickly to training in new skills. The Government itself is highly efficient and scrupulously honest.

In particular, the Economic Development Board, the keystone of Singapore's industrialization program, is effective in providing to new investors complete across-the-board assistance, including basic economic studies, plant sites in industrial estates, product design, market development, labor relations assistance and loans or financial share participation.

In summary, it appears that in spite of the clouds which have hovered over Singapore's horizon during the past few years, the future outlook is still as optimistic as painted by Raffles 144 years ago, and United States industry seeking to expand abroad should give the new island-nation a good hard look.

A TANK TRUCK from Mobil's $13 million refinery in the Jurong Industrial Estate passes a Singapore temple. The refinery's manager warmly endorsed Singapore's "healthy investment climate."

## the author

*Albert Ludy has served at posts in Tegucigalpa, Bogota, Turin, and in Mexico City where he became the assistant commercial attache in 1959. He speaks both Spanish and Italian.*

*Born in Alaska, Ludy is a graduate of the University of Michigan.*

# Accelerated development program quickens U.S. sales chances

## Projects under new 5-year plan include improvements in transportation, public housing, industrial facilities

By LOUISE H. HILLSON
*Far Eastern Division*
*Bureau of International Commerce*

Although a small country (225 square miles), Singapore has a population of close to two million people who enjoy the highest standard of living in Southeast Asia. The country has initiated an accelerated program of economic and social development, and offers many opportunities to enterprising U.S. traders and investors.

Government expenditures in 1966 are estimated at about $166 million, with revenues expected to reach $175 million. A small surplus is indicated after transfers to the Development Fund are made.

In presenting the 1966 budget, the Finance Minister pointed out that despite the loss of trade with Indonesia, Singapore's national income increased by 2% to an estimated $910 million in 1964. The overall 1960-64 annual increase was 7%. The 1964 per capita income was $500.

### To boost national income

Under the Second Five Year Plan, 1966-70, Singapore expects to boost the national income by 5% annually. The Plan envisages public sector expenditures of $497 million, of which $319 million will be spent on economic development and $159 million for social development. Comparable targets under the First Five Year Plan were $308 million spent in the public sector, of which $192 million was spent on economic development and $112 million on social development projects.

In addition to public expenditures, the Plan contemplates private sector expenditures of $408 to $425 million. Projects proposed include development of facilities for industries, improvements in transportation and communications, and expansion of public housing and educational and health facilities.

The Singapore Government started an intensive industrialization program in 1961 with the aim of reducing dependence on income from entrepot trade and ancillary services, and providing employment for a rapidly growing population. An agency to centralize economic planning and development, the Economic Development Board (EDB), was established; sites to accommodate new industries were developed; and a number of incentives, including pioneer status (tax exemption) were granted to investors in new industries.

There are now a total of 82 pioneer manufacturing firms in operation, and 63 are being established. They represent a wide range of industries including a steel mill, oil refineries, veneer and plywood plants, flour mills, the manufacture of textiles and garments, food products, metal products, tires, cement and electric bulbs.

The common market agreement concluded when Malaysia was formed in 1963 gave some encouragement to prospective investors—in industries in Singapore—who saw that eventually new industries formed in Singapore would have a tariff free market in all of Malaysia. The agreement was never implemented and was canceled when Singapore became independent. A customs union is being set up, however, by the remaining three Malaysian areas.

### Economic cooperation

More recently, some progress was made in economic cooperation between Malaysia and Singapore when both countries eliminated licensing requirements and quota restrictions on the movement of locally made products from one area to the other. In December, the Governments of both nations announced that a committee of trade officials to formulate proposals on closer economic cooperation would be set up.

Short-term prospects toward development of a common market or free trade area are not favorable, however, and investors in Singapore industries cannot

## Market profile—Singapore

**Area:** 224.5 square miles—about the size of Chicago. Island and adjacent islets lying off southern tip of Malayan peninsula, connected to peninsula by ¾ mile causeway.

**Population:** Almost 2 million; 2.5% annual increase.

**Currency:** Malayan dollar. M$3.06 = US$1. Currency stable.

**National income:** $910 million (1964). Annual increase, 1960-64, 7%. Per capita national income (1964), $500—highest in Southeast Asia.

**Economy:** Depends heavily on commercial activities related to function as entrepot. Fifth largest port in world. Industrialization taking place. Some agriculture and fishing.

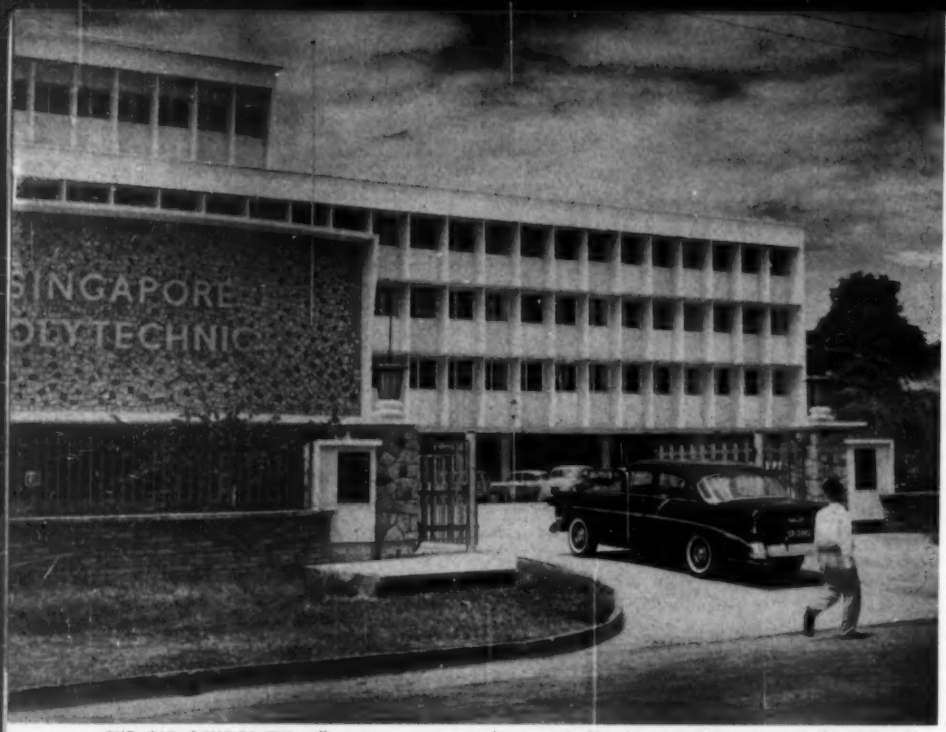
**Electricity production:** 914.2 million kw.-h. generated (1964).

**Principal manufacturing industries:** Intensive industrialization program. New industries include steel mill, oil refineries, food processing, and manufacture of wood products, textiles, plastics, chemicals. New goal is production largely for export. Incentives offered investors in new industries.

**Foreign trade** (1964): Total exports, $906 million. Total imports, $1,137 million. Principal exports—rubber, food products, petroleum products, miscellaneous manufactures, machinery and transport equipment. Principal imports—food products, miscellaneous manufactures, rubber, machinery and transport equipment, petroleum products.

Principal buyers: Malaya, United Kingdom, Hong Kong, Sabah, United States, Sarawak, Japan. Principal suppliers: Malaya, Japan, United Kingdom, Mainland China, United States.

**Official foreign reserves** (end 1964): Approximately $300 million.




THE OLD SCHOOL TIE will mean a newer and economically-advanced Singapore, as the Polytechnic College turns out the trained technicians needed to implement the country's development programs.

plan to sell their products in the Malaysian market on a duty-free basis. Although this situation has discouraged some potential investors, a number of local and foreign investors are planning new industries, some apparently to cater to the local market and others to compete in regional and world markets.

The recent decision of the Shell Oil Co. to construct a $16.7 million refinery in Singapore to produce mainly for export is believed to have provided a boost for the investment climate.

## Stresses production for export

Inclined to acknowledge the uncertainty of a preferential market in Malaysia, the Singapore Government recently has begun to emphasize production for export, particularly to the developed countries. The EDB has undertaken studies to identify industries showing economic promise for local development, and a number of special incentives are being or will be implemented to attract capital, both domestic and foreign, into new export industries.

These incentives include a double tax deduction for market promotion, travel and advertising expenses abroad; a double tax deduction for any increase in expenditures in advertising over last year's level, an accelerated depreciation on capital investment for tax purposes, particularly for export-oriented industries, and an exemption for manufacturers using fuel oil from the fuel oil duty. The Government has stated that additional concessions and tax incentives will be granted where needed.

The Singapore Government welcomes foreign capital to help develop local industries. It avoids restrictions on foreign investments and business activities and offers equal incentives to local and foreign capital. A number of U.S. firms have invested or are considering investing in Singapore.

New U.S. investments in Singapore may be insured under the present Investment Guaranty Agreement between the United States and Malaysia which was amended shortly before the separation of Singapore to apply on a Malaysia-wide basis and to cover losses due to war and certain business failures, as well as those due to expropriation and inconvertibility. Since separation from Malaysia, Singapore continues to honor guaranties for U.S. investors negotiated during the interim period until a separate agreement is concluded with Singapore.

## Small U.S. share

The U.S. share of the Singapore market has been small; in 1964, of total Singapore imports of $1,137 million, the U.S. supplied $63 million. The United States has also been a comparatively small market for Singapore's exports; of a total of $905 million Singapore exports in 1964, the United States bought $38 million worth.

Primarily as a result of the loss of trade with Indonesia, Singapore's trade in 1964 fell by about 20% from the 1963 levels; however, it has increased during the first nine months of 1965—imports by about 13% and exports about 8% over the levels in the comparable period of 1964.

## Concentrate on machinery

Singapore's imports from the United States have been concentrated in machinery and transport equipment, especially road motor vehicles (mainly tractors). Other important sales have been in tobacco and manufactures, petroleum products, chemical products, food preparations, paper and paperboard, metal manufactures, scientific and photographic equipment and clothing.

The continuing economic and social development of Singapore will provide many opportunities for U.S. suppliers of construction, excavation and factory machinery, building materials, and educational and hospital equipment; while rising income levels should stimulate the demand for consumer goods.

U.S. suppliers face strong competition from their Western European, Japanese and Australian counterparts. These suppliers are making gains in the Singapore market by careful selection and supervision of distributors; provision of full technical and engineering services in the promotion, sales and after-sales services, particularly of industrial equipment; and offers of the most flexible payment terms.

## Protecting industries

To provide tariff and other protection to encourage local industries, Singapore is departing somewhat from its free port status. Imports of many products now produced locally or planned for local production are subject to licensing, quota restrictions, and tariffs. However, tariffs and quotas generally are not applied to imports of machinery and equipment, which are the major U.S. exports to the area.

During the past several months, there has been some acceleration of U.S. selling and investing interest in Singapore. Shortly after the visit of the U.S. Department of Commerce Trade Mission to Singapore, a number of U.S. manufacturers participated in the December Machine Tool Exhibition in Singapore, where they displayed a wide range of machine tooling equipment needed in the area. Increasing numbers of private U.S. trade groups and individual businessmen also are visiting Singapore to explore the promising trade and investment opportunities there.

AERIAL VIEW of Kowloon, which together with its twin city of Victoria on Hong Kong Island accounts for 80% of the Crown Colony's population.

# Industrial diversification drive opens broad new export vistas in Hong Kong for U.S. products

## End of reliance on textiles demonstrates Colony's versatility; mission finds growing awareness of U.S. machines' superiority

By WALTER SOHL
*U.S. Commercial Officer, Hong Kong*

Business conditions in Hong Kong at the time of the Mission's visit can be characterized as a mixture of prosperity and general expansion on the one hand, with a rippling undertow of pessimism and caution on the other.

Exports are continuing their rise this year, although at a somewhat reduced rate, and imports are following suit, but at an even slower tempo.

The cotton spinning and weaving industries, the most important single sector of the economy, are still operating below capacity, although there has been some recovery since mid-year. On the brighter side, the textile and garment export losses to Britain have been more than offset by rises in exports to the U.S.

Since the banking crisis of early 1965, the greatest concern has been in the real estate and construction sector. High-cost housing has reached at least a temporarily over-built state, and problems of occupancy and liquidity remain unresolved.

On the other hand, there is continuing high activity in the low and medium-cost housing sector as well as much of the non-residential construction.

The electronics industry, with its substantial American interests, continues to rise spectacularly, and the plastics industry is holding its own.

### Shipbuilding slump

Except for pleasure craft, however, shipbuilding continues to be disappointing and ship-breaking is still depressed.

Amidst these cross-currents, Hong Kong's usual adaptability and versatility is evident, exemplified by efforts to promote diversification both within and between industries. Diversity is a practical necessity in Hong Kong because of the restrictions invoked against its major industry, textiles. Shifts are now being made from textiles to synthetic yarns and fabrics, plastic toys and flowers, pleasure craft (fiberglass, metal and wood), metal-working machinery, metal pipes, aluminum and brass extrusion products, and especially electronics.

The dynamic development of the highly labor intensive electronics industry is a particularly bright spot on the economic horizon. Transistor radio exports grew from less than $3 million in 1961 to $21 million in 1964, and are still expanding.

Increasing diversity and complexity are reflected in the production, particularly by American subsidiaries, of component coils, capacitors, condensors, transistors, and computer memory cores destined for the U.S. market. The value of exports of such components increased from $28,000 in 1961 to over $2.1 milion in 1964.

### May become tops

Thus electronics, from the initial growth of subsidiaries progressing to increased indigenous brand development, may well become Hong Kong's greatest growth industry, competitively combining such excellent local human resources as craftsmanship, dexterity, and productivity with American know-how. In this as well as the other more advanced in-

dustries, there is a continuing need for more "technical know-how."

The Colony is again demonstrating that, while it is subject to strong external economic forces over which it frequently has little control, such as the British textile import surcharge and quota difficulties, the Nigerian ban on many imports, the United States suspension of imports of jade objects and human hair products (because of the Mainland China origin of raw materials), and the uncertainties stemming from the Singapore-Malaysia split and the Vietnamese conflict, it can still weather the storm.

Profiting by its fine geographical location, excellent shopping and banking facilities, and free climate for healthy development of individual enterprise through dynamic application, Hong Kong has one of the world's largest per capita volumes of exports and imports.

Although the credit squeeze has forced "hand-to-mouth purchases" of some foreign goods, particularly textile materials, total imports continue to grow.

Good business with the United States has led to an increase in exports, and the healthy recovery in trans-shipments to Southeast Asia, particularly to Singapore and Indonesia, has brought improvement in the re-export trade.

Hong Kong has maintained a nearly steady rise in consumption of goods from all over the world. Its ability to consume goods continues to be spectacular. The general pattern of imports is continuing, with Mainland China in the lead as Hong Kong's principal supplier, followed by Japan and the U.S.

Although imports of raw cotton are currently down, particularly from the U.S., imports of textile fibers, particularly synthetics, should continue to rise in the long run. Imports of U.S. tobacco and cigarettes are up sharply, while non-electric machinery was off markedly in 1965.

## No competition

Stores which stock Mainland China's goods almost exclusively cater to the lower income brackets and are not, therefore, in serious competition with better quality merchandise from the U.S.

The U.S. remains Hong Kong's largest customer, taking an ever increasing amount of Hong Kong's goods. The U.S. now buys over one-third of the Colony's exports.

Exports in general are rising more rapidly than imports, with those to the United States up even more strikingly. In fact, it has been estimated that Hong Kong in 1965 exported nearly $1 billion worth of products manufactured internally.

All important categories of products being shipped to the United States showed improvement, with wigs being one of the leaders until they were banned in November. The most remarkable gain was achieved in electronic components, and there is every expectation that this trend will continue. Significant gains were also scored in transistor radios, textiles, plastic flowers, and toys.

Hong Kong's important entrepot trade also continues to rise, although at a somewhat slower pace than domestic exports. While re-exports to the United States are also growing at a much faster clip than the average increase to other countries, they have only reached 6.4% of Hong Kong's total re-exports.

The Mission was told that the textile sector is pessimistic because some spindles are idle, and expansion plans have reportedly been shelved by a number of mills. However, the plastics industry, including flowers and toys, remains healthy despite the decline in shipments of certain products to the United States and continuing predictions that the world market for plastic flowers has become overstocked.

There is a growing awareness that modern U.S. machinery is generally more advanced, and outstrips its Japanese or European counterparts in durability and dependability.

However, more aggressive sales promotion by American firms is required if this realization is to be reflected in increased sales. Better credit terms, faster delivery times, and improved servicing arrangements are also necessary if the U.S. is to increase its share of this lucrative market.

By a request to the Commerce Department, it is possible to have information on the most advanced U.S. products announced through the Consulate General's monthly *Commercial Newsletter*.

HONG KONG'S drive to diversify its industries and end the reliance on textiles has been so successful that electronics may soon become the Colony's leading industry. These girls are making VHF tuner adjustments and electrical checks at the American-owned and operated Oak Electro-Netics Corp.

## the author

*Walter Sohl has been with the Government since 1946. He joined the Foreign Service in 1955, serving at the U.S. Embassy in Rome. Before his current assignment, he was detailed to the Commerce Department.*

*Sohl is a graduate of De Pauw University, has a Masters degree from Georgetown, and has taken French language training at the Foreign Service Institute Field School in Nice.*

FINAL STOP in this alarm clock assembly line is an eyeball-to-eyeball confrontation with an inscrutable inspector. Industrial diversification efforts have raised the number and sophistication of Hong Kong's industries helping to moderate the Colony's almost total reliance on products of the textile industry.

# British trading firms in Hong Kong indicate willingness to take U.S. products, processes

## Developments should have good effect on two-way trade; American construction materials, fixtures show increased growth in acceptability

By THOMAS C. YOUNG

British trading companies in Hong Kong are now realizing that new products and processes from the U.S. can find a growing market here.

These old established firms have demonstrated a willingness to take on various U.S. lines in addition to their established sources of supply.

The idea of trading diversification was not sold to them by the U.S., but traditional trading companies such as Jardine Matheson, Gordon Woodroffe, John Cowie (both the latter are members of the Hutchison group), and Davie, Boag and Co., simply are accepting the facts. This development should have a continuing good effect on trade between the U.S. and Hong Kong.

A significant change is in the field of construction and the growing acceptability of U.S. building materials and fixtures. Construction of the Hong Kong Hilton in 1963 had a definite effect on the type of building materials to be used in the Colony's future construction projects.

This hotel has Schlage Company locks throughout and American Standard washroom fixtures. The architects and designers of future buildings in Hong Kong may not close their eyes to the fact that these and many other items used in the Hong Kong Hilton might be considered standard.

This does not mean that leading British companies will not sell their plumbing fixtures, but the British building materials suppliers will have to meet quality and price competition from their U.S. counterparts.

Japanese suppliers also are in this important and growing market and have mounted expensive business promotion drives.

Diversification has been specified as a way to relieve the textile problem. Following Hong Kong's leading companies, the textile manufacturers are now branching out into many other fields, and this means increased construction of industrial and commercial buildings for many years to come. This should open more opportunities for the sale of U.S. building materials.

Though some say that Hong Kong may temporarily be over-built, the growth of this area has just started. To cite a few figures showing this continuing growth, construction of industrial buildings in the first nine months of 1965 reached $20 million, 226% higher than during the same period of 1964. Construction of apartments and other residential buildings reached $7 million, 34% more than in 1964. Construction of all buildings in this period was valued at almost $125 million, nearly 37% higher than the 1964 level. If Hong Kong retains what is probably the last large free port in the world, then this growth will continue to be tremendous.

U.S. suppliers can be a part of this expansion. American businessmen started late but with intelligent selling, they can compete with other foreign suppliers in Hong Kong, thus establishing substantial two-way trade.

## Market profile—Hong Kong

**Area:** 398 square miles (less than half the size of Rhode Island).
**Population:** 3.6 million.
**Currency:** Honk Kong dollar (HK$5.74 = US$1).
**Per capita income:** About $400.
**Economic growth:** About 10% a year.
**Electricity and gas production:** Electricity, 2 billion kw.-h. in 1964; gas, 1 billion cu. ft.
**Tourism:** 500,000 tourists a year.
**Foreign trade** (Jan.-Oct. 1965): Imports, $1,291 million; from United States, $144 million (11%). Principal imports from United States—raw cotton, plastic molding compounds, chemicals, nonelectric machinery, foods. Exports, $935 million; to United States, $258 million (28%). Principal exports to United States—clothing, textiles, plastic flowers, toys, transistor radios.

STEP RIGHT UP and look over the imported U.S. swimsuits, men's and women's shirts and blouses, underwear and knitted goods on display at the Dragon Seed Co.'s modern Hong Kong department store.

# U.S. consumer goods can find lively market in Crown Colony's many retail, department stores

## Hong Kong manufacturers are eager for American know-how in developing products requiring advanced techniques

By CHARLES LEVY

Much more opportunity lies ahead in Hong Kong for U.S. manufacturers of branded consumer goods lines, especially apparel, appliances, foods, and other general merchandise usually found on sale in retail or department stores.

The main emphasis of this analysis will be on the retailing and wholesaling of U.S. goods in Hong Kong. Before approaching this in detail, however, consideration should be given to the "other side of the coin," Hong Kong's exports of consumer goods.

The U.S. is Hong Kong's most important customer, and the greatest portion of these exports are in consumer goods. Principal consumer items exported by Hong Kong have been garments, plastic products, toys, yarn and fabrics, and flashlights.

Under the Long Term Textile agreement, "yardage" restrictions have been placed on Hong Kong's exports of textiles to the U.S. rather than "value" restrictions, resulting in an upgrading to better quality goods. While the British tariff surcharge has caused a setback for such exports to England, purchases by the U.S. from Hong Kong should continue to increase.

### Improving products

Manufacturers have made improvements in many other products, going from cheap goods to more specialized and sophisticated items required in the more advanced countries of the world. Hong Kong manufacturers eagerly seek the help of American 'know-how' in developing these sophisticated items which require the advanced techniques used by U.S. manufacturers.

Excellent prospects exist for increasing sales in a number of consumer goods categories for several reasons.

There is a growing demand for U.S. cotton and synthetic fabrics, pharmaceuticals, food stuffs, cosmetics, and other U.S. brand lines.

The rapid population growth should provide additional opportunities for the sale of U.S. consumer goods.

The resumption of the building boom should create a need for additional furnishings, kitchen equipment, bathroom fixtures, and plumbing materials.

The buying public is quality-minded and seeks better quality goods, as evidenced in stores throughout Hong Kong.

### Textiles lead exports

Textiles, last year, accounted for about 52% of Hong Kong's total exports and nearly half of the Colony's exports to the U.S. and remains the most important industry.

This includes the spinning of cotton, rayon, silk and woolen yarns, the weaving, knitting and finishing of the piece goods, and finally manufacturing of the made-up garments.

Machinery in the knit wear industry needs replenishment. In many factories, hundreds of employees perform hand operations, while only a few Scott & Williams single unit machines are in operation alongside a similarly small group of Japanese seamless units.

At present, the textile school of the Hong Kong Technical College is considering obtaining U.S. knitting machinery to train personnel in use of the latest equipment. This would automatically furnish a source of trained help familiar with U.S. machinery and U.S. manufacturers could follow through on the opportunity provided.

### Retail patterns

Hong Kong has nine major department stores with annual sales volume ranging from $2 million to over $6 million each. The largest of these reportedly is the Wing On establishment which owns three large stores and is presently building a fourth. All are strategically located. Suburban branches as known in the U.S. do not exist, but branch stores are scattered throughout the various heavily populated areas.

Other department stores include China Emporium, Hong Kong Daimaru (associated with the largest store in Japan),

Lane Crawford and Shui Hing. There are hundreds of small retailers, tailors, dressmakers, shoemakers and gift shops literally dotting the Colony. Most goods offered are luxury items.

In 1964, it has been estimated that over $100 million was spent on these goods, of which an important percentage were U.S.-made. In the department store field, Lane Crawford leads as the quality store, and Shui Hing and Wing On follow in the popular price category. The latter two stores are very conscious of U.S. merchandise, both claiming that about half of the goods sold are made in the U.S.

There are also street hawkers who sell their products throughout the city, thus practically every category of consumer goods—food, fabrics, clothes, shoes—is available to the shopper.

Wages average $50 a month, and the sales people work a 10-hour day, six-day week. This is lower than the standard U.S. wage where minimums are about $50 a week for a five-day, 38-hour week. It must be noted, however, that the lower wage earner in Hong Kong can buy necessities at much more inexpensive price level than his counterpart in America.

## Advertising practices

Advertising in the English and Chinese press does not appear to be geared to a particular tie-in with a current season's requirement. U.S. manufacturers should plan to overspend if necessary with subsidized advertising allowances, when introducing products.

Community consciousness among retailers is shown through window displays. In all the stores, the displays are simple and colorful. One store, Shui Hing, is among the six international finalists in a "Retailing Serves America" contest outside the U.S., which is being judged by the National Retail Merchants Assn. and the Reader's Digest. The Shui Hing store exhibit was sponsored jointly with the U.S. Information Service.

Retail markups averaging 40% are maintained on most branded products. It is the exception rather than the rule for prices to be cut on branded products. Thus, manufacturers with established brands can expect stable price maintenance and avoid what could turn into a profitless price war.

Most stores do not go in for extended credit plans. Stores sell either on a cash or a regular charge basis. The percentage of charge sales vary from as little as 10% of total sales to at most 40%. The better quality stores do a larger credit business. Promotions in this area would naturally help to develop this lucrative type of business.

Not all of the department stores in Hong Kong are associated with integrated buying offices. Great interest was shown in the proposals offered by several New York buying offices to act as buying agents for Hong Kong stores.

A good buying office not only acts as representative for the stores in purchasing activities, but also keeps stores in touch with the constant changes in styles, department store techniques, sales methods, and all changes in operating methods taking place in the Colony's retailing industry.

During the visit of the Trade Mission, the Shui Hing Department Store chain ran an "American Week"—an effort to promote the sale of U.S. goods in that store. Thousands of visitors and buyers were attracted to the many events scheduled for the week.

## Consumer goods in demand

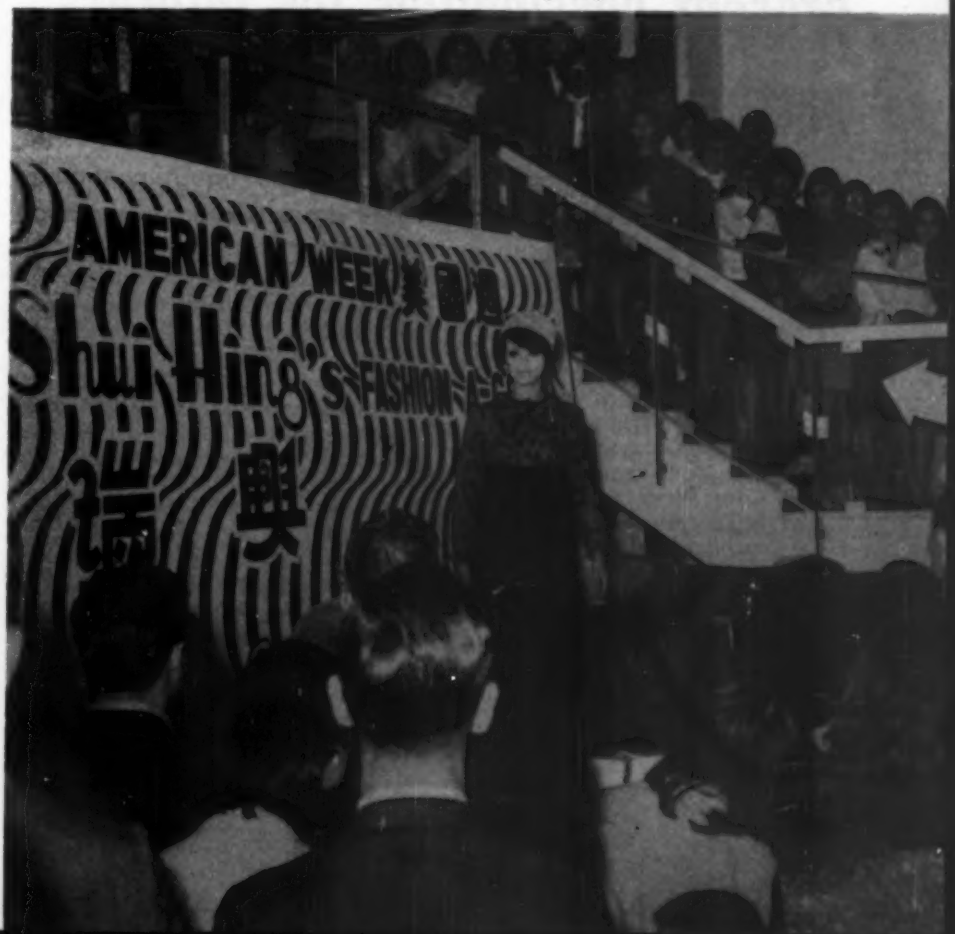
In analyzing the many consultations and store visits, the following consumer goods products were found to be most in demand in Hong Kong: Light weight woolens; synthetic fabrics—all kinds of combinations of fibers; brand name sheets and pillow cases; brand name hosiery; brand name shirts; brand name underwear and lingerie; children's brand name cotton dresses; continuous filament polyester fabrics; textile fibers and their waste; brand name men's footwear; brand name women's footwear (for dress and also for sports); small electrical appliances including coffee pots, toasters, double boilers; pharmaceuticals and cosmetics; paper products (stationery, party goods, paper board products); food products, such as branded canned goods; vegetable and fruits, brand name; prepared and precooked TV dinners; fruit juices and vegetable juices, branded name and tobacco and tobacco products.

## U.S. labels, quality

The demand for U.S. products continues as merchants seek goods with U.S. labels, especially for the accepted quality the goods represent. While many U.S. brands can be found, there are literally thousands that have not yet appeared on Hong Kong's market. In this very vital market, manufacturers of U.S. goods should be aware of this situation, which offers a tremendous opportunity to market well-known U.S. quality products.

If Hong Kong continues to develop as a manufacturing center whose goods are freely exchanged in world markets, there will always be a ready outlet for quality goods with the U.S. label.

**THEY PACKED THEM IN at the Shui Hing Department Store's American Week Fashion Show last fall. The "Made in USA" label carries considerable prestige in Hong Kong, mission members discovered.**



WHEN THINGS GET OVERCROWDED in Hong Kong, there's always the South China Sea to expand into. The main runway at the Colony's airport juts out a healthy 8,350 feet into the neighboring sea.

# Large-scale construction projects present possibilities for future participation of U.S. suppliers

## Plover Cove Water Scheme, tunnel to Kowloon require continuing supply of machinery, spare parts until projects reach completion

By FRANCIS FABICK

Two large scale construction projects to meet Hong Kong's urgent water and transportation problems should be brought to the attention of competent U.S. engineering equipment firms for possible future participation.

The first is the rapidly progressing Plover Cove Water Scheme, and the second is the planned tunnel between Hong Kong island and Kowloon, which is a portion of the colony of Hong Kong situated on the Chinese mainland. Both create a background of vibrant activity in which the partnership of overseas firms with local interests has been the pattern of the past and will be the pattern of the future.

The Plover Cove Water Scheme is a project which will require a continuing supply of new construction machinery and spare parts before completion.

Tenders for two phases of this project have already been let and it is about 40% completed. A joint venture of Gamin Construction, Ltd., a local firm, with Sentab, a Swedish firm, in conjunction with other smaller contracts under public tender awarded to local construction firms, currently carries out stages I and II of the scheme.

The Plover Cove Water Scheme is a large scale long-term project for doubling the Colony's water supply and providing sufficient storage capacity to maintain an adequate supply through extended dry periods.

Stage I, nearing completion at a cost of $20 million, provides for conveyance of water diverted from the Tai Po river and collected from mountain streams between Tai Po Tau and the Shing Mun balancing reservoir (impounded by an 180 ft. high rock-fill earth dam) to an 80 million gallon a day treatment works at Sha Tin.

Stage II largest of the four stages and likely to cost about $50 million, involves conversion of the large coastal inlet of Plover Cove in Tolo Harbour into an improving reservoir by construction of a main dam, two subsidiary dams and a spillway, together with the driving of a main tunnel from Tai Po Tau to Plover Cove.

Tenders for the main and subsidiary dams, spillways, reservoirs, pumping stations and tunnels were invited by international advertisement in 1963 from contractors who had successfully carried out works of a similar nature and whose reputation and resources indicated their ability to complete the works within the specified period.

### New tenders soon

Both contracts, which were awarded at the end of 1963, will last about four years. U.S. civil engineering firms and manufacturers should be aware that the later stages III and IV will be submitted to public tender in the immediate future. These stages are similar to the first projects in that they are to close Three Fathoms Cove in an earthen fill dam and link this new reservoir to the complex of tunnels and other catchment areas presently nearing completion.

Completion of all stages of the Plover Cove Water Scheme will not mean the end of catchment reservoirs in Hong Kong. Hong Kong now has 17 reservoirs for potable water supply in operation and with completion of the Plover Cove reservoir project, the storage capacity would be brought up to about 45 billion gallons.

The Water Works Department will make a study to determine the trend of water demand increase and the probability of rainfall shortage in order that adequate water supply will be available even during recurring periods of drought.

### Contact Consulate General

A paper was to be presented in London on further development of this scheme this month. As this should be of great interest to U.S. firms, the Commercial Attache at the American Consulate General in Hong Kong should be contacted so that an analysis of future plans and tenders be obtained from the Direc-

tor of Commerce and Industry of Hong Kong.

A feasibility study has been completed on a communications link between Hong Kong and Kowloon. This feasibility study has been carried out by private capital in the Victoria City Development Co. at a cost of approximately $340,000. After reviewing the survey, the local Government decided that a tunnel should be built to link the communities now separated by Hong Kong harbour and the Cross Harbour Tunnel Co. has been formed.

The approximate cost is estimated at $40 million. A number of international construction firms, including one U.S. company, have been examining this project. It is hoped that the large scale project can be submitted for tender early this year, with a completion target date of Jan. 1, 1970. The consulting engineers are Scott & Wilson, Kirkpatrick & Partners, Hong Kong, a British firm, which also handled feasibility and initial engineering on the Plover Cove Water Scheme.

This tunnel would need to pay for itself as the local Government will not furnish financing. Therefore bonds, debentures or international financing will be needed before this project can get underway.

Major U.S. construction machinery industries, such as International Harvester, Allis-Chalmers Manufacturing and Caterpillar Tractor, are obtaining a major share of the business in the construction machinery field. Their principal competitors in factors such as price and financing terms are Japanese manufacturers. Local U.S. manufacturers' representatives such as China Engineers, Ltd., have enjoyed an excellent business and there is no reason to believe that this will not continue.

A great opportunity exists, however, for U.S. manufacturers to establish spare parts depots and other sales service centers in Hong Kong with factory trained technicians to service the Far East and most of South East Asia. A great deal of discussion has taken place in Hong Kong with local firms to provide this type of service.

An additional opportunity exists in Hong Kong and other countries of South East Asia for the manufacture of Will-Fit parts. Many U.S. manufacturers of Will-Fit parts could undertake joint venture or license arrangements with a local manufacturer. For example Shun Fung Ironworks, Ltd., is interested in manufacturing ripper parts, shanks, cutting edges, excavator teeth and dragline buckets.

For the past decade, the Crown Colony's building boom had gone forward at a hectic pace. This remarkable building pace has slackened somewhat due to overbuilding in some sectors, particularly high-rent residential buildings. Leaders in industry, statisticians, and contractors believe that it will be at least another year before building and construction resume their earlier rate of activity.

In summary, with the high level of business activity, there appears to be no let-up in the purchase of U.S. construction machinery. As the economy of this Crown Colony expands, U.S. firms can look for purchases to increase at least 10% yearly.

BUSES CROWD an intersection of Nathan Road in Kowloon, where the traffic jams are at least as bad as in the most heavily-vehicled Western cities. However, pedestrians are largely responsible here.

# Mission in Hong Kong finds almost 100 new leads for U.S. firms

## Group interviews more than 100 businessmen, visits 25 plants

By TADD A. LINSENMAYER

The U.S. Trade Mission to Hong Kong visited the Crown Colony Nov. 10-21, carrying 439 business proposals from U.S. firms.

A business information center was set up at the Hong Kong Hilton. The Mission held over 120 interviews resulting in 385 referrals of its business proposals to Hong Kong firms. In addition, almost a hundred new trade opportunities were uncovered for dissemination to U.S. industry.

Mission members visited more than 25 plants. Calls were made on the various Government offices, the Governor, and the Department of Commerce and Industry. The Department conducted the mission on working tours of Hong Kong. Various commercial and industrial associations, such as the Federation of Hong Kong Industries, the General Chamber of Commerce, the Chinese Manufacturers Association and the Indian Chamber of Commerce, also were consulted.

More than half of the interviews resulted in tangible opportunities for the sale of U.S. products, including opportunities to sell goods to and through several of the large, well established trading companies. Opportunities were in such fields as machinery spare parts, synthetic fabrics, vending machines, plastic molding materials, office machinery, appliances, canned food products, clothing and accessories, pharmaceuticals, hospital medical and laboratory equipment and supplies, and various types of building construction equipment and supplies.

Some of the interviews resulted in offers to sell Hong Kong products to the United States, and some involved joint venture and licensing proposals or the discussion of various trade difficulties.

### the author

*Tadd A. Linsenmayer is in the Commerce Department's Office of International Regional Economics, Far East Division. Before assuming his present position, Linsenmayer was with the U.S. Department of Interior. He is a graduate of the University of Maryland.*

QUEEN ELIZABETH HOSPITAL in Hong Kong, the largest in the Commonwealth, is the leading recent addition to the Colony's medical facilities. However, rising health needs have overburdened Hong Kong's capacity to care for its exploding population, and demand for medical supplies remains strong.

# Prescription for Hong Kong: more and newer hospitals, equipment and medicines

## Medical facilities can't handle colony's growing health needs; obstacles to U.S. trade are fading as purchasing habits change

By H. E. SCHUELER, JR.

Geographically and economically the British Crown Colony of Hong Kong is a vital cross-road of the Far East. The number of hospitals and medical facilities in Hong Kong is still very much inadequate, despite the efforts of both its government and volunteer agencies. Although a new 1,300-bed public hospital was completed in 1963, the level of hospital beds per thousand population is still 2.45.

The need for general hospital beds has been fully recognized by the Hong Kong Government. There is a rapid turnover of patients in order to make maximum use of existing facilities.

Tuberculosis is one of the major health problems in Hong Kong, with an estimated 2% of its adults, having the active disease, probably the highest incidence rate in the world. The magnitude of this problem makes it impossible, both physically and financially, to provide institutional accommodations for the isolation of all infectious cases. Thus there is a great demand for X-ray diagnosis of suspected cases as soon as possible.

The accompanying table shows hospital projects under consideration in Hong Kong, with the planned number of beds they will add.

The Queen Elizabeth Hospital is the largest building in Hong Kong and serves as the emergency and specialist center for Kowloon and the New Territories, with a population of 2½ million. The Jockey Club Institute of Radiology is attached to the Queen Elizabeth Hospital. However, much of its equipment is not of the latest type. There is very little U.S.-made electromedical equipment in this Institute, although several technicians expressed a keen interest in obtaining such equipment.

The major extension to the Queen Mary Hospital is under construction, providing better teaching facilities and improved specialized services. The two Tung Wah Group hospitals were also erecting two infirmaries. Each of these projects represents new opportunities for suppliers of U.S. hospital equipment.

The Governor of Hong Kong has appointed a Medical Development Plan Standing Committee, which is charged with expanding the Colony's medical services and making recommendations to upgrade all out-patient clinics. One Standard clinic per 100,000 population in urban areas is the target by 1972. Each clinic will contain a general out-patient department, a maternity department with 24 beds, a child health clinic and a polyclinic containing facilities for specialties other than the usual out-patient services.

Centers have been established in all heavily populated parts of the Colony, while more remote areas are served by two mobile clinics, two floating clinics and a helicopter service. A total of six million clinic visits was recorded in 1963. Despite the recent expansion, augmented

### Additions to Hong Kong hospital facilities planned

| Government Hospitals | Beds |
|---|---|
| Kowloon Hosp. | 488 |
| Queen Mary Hosp. Extension | 180 |
| New Lai Chi Kok Hosp. | 1125 |
| Shau Kei Wan Gen. Hosp. | 1125 |
| Mental Defectives Home | 200 |
| Maternity Homes | 219 |
| **Non-Government Hospitals** | |
| Catholic Charity Gen. Hosp. | 353 |
| Kwong Wah Infirmary Gen. Hosp. | 210 |
| Nethersole Extension Hosp. | 40 |
| Yan Chai General Hosp. | 100 |
| Ruttonjee San Extension to Gen. Hosp. | 140 |
| Haven of Hope Extension Hosp. | 80 |
| Seventh-Day Adventists Hosp. (Tsuen Wan) | 72 |
| H. K. Sanitarium Extension Gen. Hosp. | 100 |
| Maryknoll Extension Gen. Hosp. | 100 |
| Evangelical Free Church of America Gen. Hosp. | 44 |
| United Protestant Gen. Hosp. | 600 |
| Buddhist Hosp. | 300 |

Note: 9000 additional beds will be added to present facilities by 1972.

by voluntary agencies, demands continue to outstrip supply.

The high incidence of tuberculosis makes X-ray diagnositic equipment an area of excellent sales potential for American manufacturers. Also, scientific instruments are in great demand, especially for water analysis. Three new water treatment plants are being opened and a continuing search for new sources of supply is increasing the number of water samples constantly being taken.

The hospital maintenance and supply field, which is responsible for the routine supply and administration of medical facilities, is hampered by a lack of qualified personnel. Not only is it difficult to recruit experienced hospital personnel, but the attrition rate which is especially strong among male personnel was only partially halted by an interim salary increase during the latter part of 1965.

## Double duty

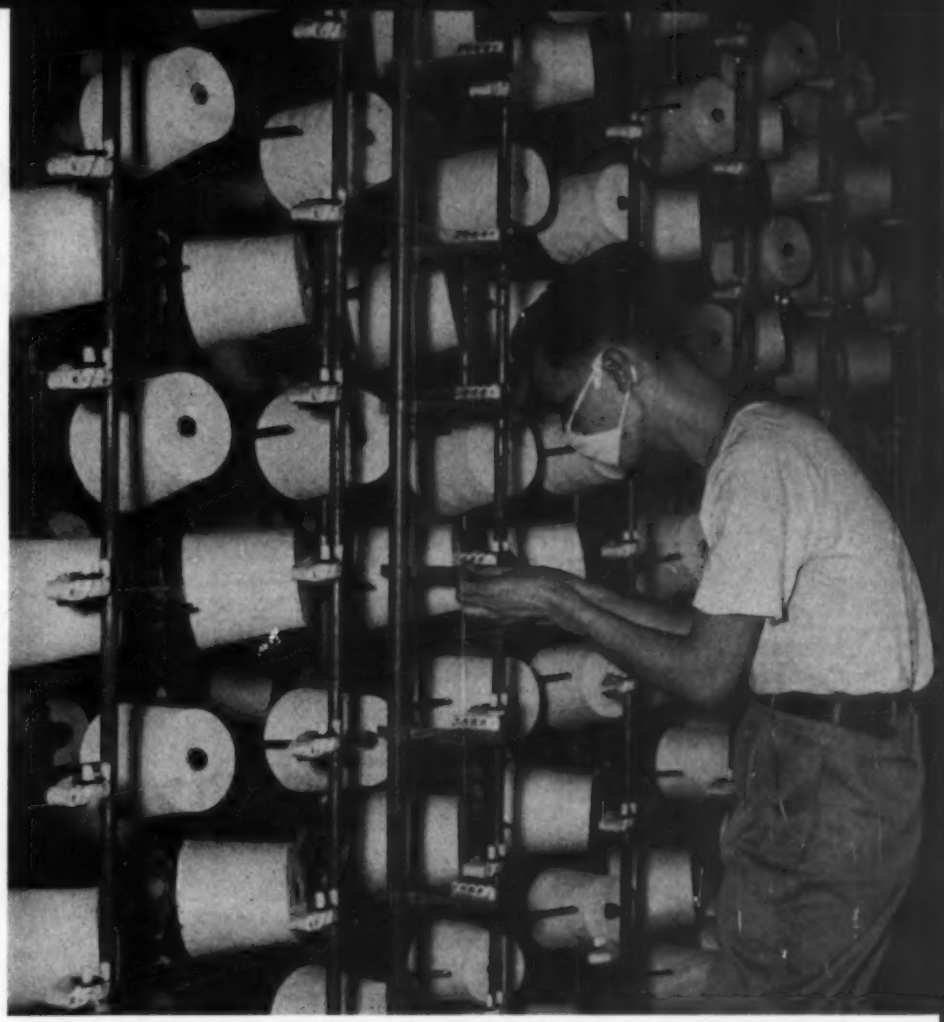
The Queen Elizabeth Hospital, for instance, has a very extensive laundry facility which also takes care of the Queen Mary Hospital's laundry requirements. Subsequently, the Queen Elizabeth Hospital laundry is operating around the clock. The European-made laundry machinery is of the semi-automatic type which requires a substantial amount of manual labor.

The Queen Elizabeth Hospital is now testing disposable needles. Medical Storekeepers under the Ministry of Health, who procure and inventory medical supplies for all of the Government's hospital requirements, are also testing disposables. Hong Kong is a very interesting market for disposable hospital and laboratory products.

American electromedical equipment is finding ready acceptance. However, there is no local distributor concentrating on American-made products. Of the two major companies dominating the market in Hong Kong, one concentrates on German and the other on English equipment. More than half of the other companies are general traders and deal in other products of various types. Most trading companies have made no effort to expand their operations.

American manufacturers should visit Hong Kong to help train local dealers servicing the medical profession. There is a tremendous desire for technical information. At present, suppliers in Hong Kong are unable to service, install or instruct thoroughly in the use of highly technical apparatus.

Obstacles to U.S. trade are rapidly fading. Former technical specifications which relied strongly on U.K. sources are being broadened. The medical profession is demanding the most sophisticated type of laboratory and surgical facilities. Purchasing habits are being changed, and the Crown Agents have become a less important factor in the procurement of supplies.



**HEALTH STANDARDS** at Hong Kong's Nanyang Cotton Mill require operating employees to wear face masks for protection against dust. Company doctors regularly examine all workers. Mission members found a ready market for U.S. medical industry products in health-conscious Hong Kong.

## Know-how helps

Therefore, an excellent opportunity exists for goods made according to American specifications, especially if the "know-how" in installation and technique can be supplied.

The electronic industry for medical and scientific instrumentation is apparently wide open, along with the field of drug sundries. There are also a large number of joint venture possibilities in which American know-how and equipment could be supplied instead of capital.

With the influx of tourists increasing every year by nearly 15%, predominantly from the U.S., the medical profession is very anxious to assure visitors of the latest technology.

Finances to meet these goals seem to be available from either government or private sources. However, hospitals as well as dealers would like to see American manufacturers extend at least simple credit facilities such as sight drafts.

Hong Kong is a very price-, credit- and quality-conscious market, but in the health field quality is set above any other consideration.

Hong Kong can serve as a "show-window" for the rest of Southeast Asia, and offers excellent possibilities for American companies in the hospital and medical supplies field. This area has already enticed many European companies and no doubt will see much more activity shortly.

Hong Kong businessmen are intelligent, capable and industrious, and the medical profession wants to learn the latest techniques.

# World's festi

**While recent holiday season set sales reco
Europe and in Latin America were also sh**

MORE CONSUMER SPENDING and the large variety of American goods available at NK, Sweden's largest department store, above and below, reflect the growing prosperity there. Across the ocean, shoppers in Caracas (top center) and Mexico City (bottom center) search for sweaters, shirts, shoes, toys and numerous other products, many of them manufactured in the United States.

# tive urge

## ecords in U.S., shoppers across showing spending capabilities

Multi-colored lights transforming the night-time streets into midday brilliance, stores festooned from floor to ceiling to aisle to wall, and crowds, crowds, crowds. The Christmas shopping season in New York, Detroit, Chicago, Baltimore? Yes, and in Cologne, Paris, Stockholm, Mexico City and Caracas, as the pictures on these pages prove. The spending power of consumers has never been greater.

For a demonstration of the holiday mood reaching all the way around the world, turn to the next page.

**THE LIGHTS OF** downtown Cologne (top right) burn into the evening hours as prosperous German shoppers carry on their quest for holiday gifts. Similar scenes were reported across the country. In Paris, center, housewives gather at Au Printemps and give variety of pipes a good once-over. One line of American products which is popular in Germany is toys. Crowds of consumers in a department store in Cologne, lower right, prove the point.

# —In Far East, too

**IN JAPAN, sales were not as high as last year but salesmen and salesgirls still had plenty to do. American food and toys were big holiday items. Model racing cars at the Isetan Department Store in Tokyo's Shinjuku district (above), and at Tokyo's Takashimaya Department Store (below, left) were irresistible. Bottom right photo shows Christmas at a grocery store in Sukiyabashi area.**

# Drive to cut export paperwork should pick up steam at Geneva

## Campaign among shippers focuses on conference this month

Prospects for world-wide progress in reducing the red tape in export shipping are more promising than they have been in many years. This is the belief of the Americans who are getting ready for an international conference on the subject later this month.

With the new standard export format already in use or planned for imminent use by many of America's largest steamship lines, the next step would be the adoption of a similar "single format" for paperwork by all nations.

Toward this goal, attention is focused on the forthcoming meeting in Geneva of the Working Party on the Simplification and Standardization of Export Documents of the Economic Commission for Europe (ECE), a regional commission of the United Nations, scheduled to convene on January 31.

William R. Myers, of the Department's Bureau of International Commerce is U.S. representative to the meeting. Industry representatives are Eugene P. Spector, American Merchant Marine Institute (AMMI) N.Y., and Pacific American Steamship Association (PASSA), San Francisco and Alex C. Moshkin of General Steamship Corp., Ltd., San Francisco.

### First objective

The first objective in the export document development program was winning acceptance by U.S. shippers of a single form to serve as the least common denominator around which other forms could be developed to build a package of compatible export documents.

Announcement of the export paperwork breakthrough in the U.S. was made last March 15 by Secretary of Commerce John Connor, president of the Marine Exchange, Victor K. Atkins, and president of the American Merchant Marine Institute, Ralph E. Casey.

The announcement followed a two-year study conducted jointly by government and industry. A Marine Exchange Task Force, joined by a similar group from the AMMI and the PASSA worked closely with the Subcommittee on Trade and Shipping of the government's National Facilitation Committee to work out a proposal. Other participants in the final project included the National Customs Brokers and Forwarders Association of American and the New York Foreign Freight Forwarders and Brokers Association.

The format that they came up with did not eliminate any forms then in use. It did, however, standardize the ocean bill of lading, eliminating several hundred different versions of the form.

The form is adaptable to both official and commercial documents and was devised with an eye to automatic data processing.

According to East and West Coast maritime officials, many of America's largest steamship lines are already using or planning imminent use of the new standard export form.

At least a dozen major shipping lines on the West Coast and many agents and freight forwarders had adopted the new format by Jan. 1, Moshkin said.

Among the members of the steamship industry in San Francisco who have adopted the new format are American President Lines, Pacific Far East Lines, Union Steamship Company of New Zealand, the East Asiatic Company and General Steamship Corp., Ltd. Seven other lines were committed for Jan. 1 adoption, while 11 carriers had advised "early 1966" changeover, Moshkin said.

On the East Coast a number of the member companies of the AMMI are reported to have taken similar steps and there are indications that all of the major firms will be in line with the new trend within a short time.

While no approximation of annual savings was available, industry and government experts estimate that through reduced time, faster shipments, fewer errors, and lower printing and stationery costs, savings will be considerable.

Now on to Geneva. Myers says the purpose of the session will be to seek further common ground between the two export documents proposed for universal acceptance: the U.S. Standard Export Format and the ECE Layout Key.

"These are already 85% compatible," says Myers. "What we have to do now is work out the remaining 15%."

The ECE Layout Key is a standardized design originally developed in the Scandinavian countries for general use in official and commercial documents. Early in the campaign advocates of this format placed it before the ECE Working Party. The U.S. has sought postponement for such a meeting until the merits of both proposals could be discussed. Now is the first time that such consideration will be possible.

# San Francisco will play host to 8th world trade fair in May

Buyers and manufacturers from the United States and many countries from around the world are expected to converge on San Francisco during the 8th U.S. World Trade Fair, May 12 to 22 at the Civic Auditorium and Brooks Hall. Last year's fair drew 262,000 visitors.

Charles Snitow, president of the U.S. World Trade Fair Corp. says "There is little doubt that this will be the largest and most representative trade fair ever held on the West Coast. The Western U.S. market is well on its way to becoming a major world trading center."

India, Belgium, China (Taiwan), Czechoslovakia, Finland, France, Germany, Greece, Guatemala, Japan, Luxembourg, Mexico, Rwanda, South Africa, and Yugoslavia are among the countries planning to participate.

In addition to the overseas exhibitors, several U.S. interests will participate including the States of California and Hawaii, the City and County of San Francisco, Trans World Airlines, Pan American Airways, the Bank of America, Wells Fargo Bank, and the Bank of California, and a number of western manufacturers and food and beverage producers.

The San Francisco Chamber of Commerce is sponsoring the Fair together with the City of San Francisco and with the cooperation of the U.S. Department of Commerce. For more information write to the Greater San Francisco Chamber of Commerce, 420 Montgomery Street, San Francisco, California, 94104.

SALEM, OREGON, SEMINAR had three instructors who qualify as old pros in the export field: (from left) George Nakata, Pacific Supply Co-op; Lloyd Porter, International Trade Specialist; and Willem Winter, First National Bank of Oregon. Nakata shows a display used recently at Tokyo U.S. Trade Center.

# Sessions on international trade had county agents as recruiters

## Cooperative efforts of Field Office, bank, university extension officials focus attention on advantages of trading abroad

Thanks largely to four Oregon county extension agents, the recent Willamette Valley International Business Short Course attracted to its opening session just the kind of student body its sponsors had sought. More than 80 small manufacturing firms, other businessmen, county commissioners and farmers were represented at the first of several sessions scheduled throughout the State.

The course was meant particularly to reach the small Oregon businessman interested in exporting but needing the impetus for the first step. Officials of the Department of Commerce Field Office in Portland, the First National Bank of Oregon's international department and the State University's cooperative extension service organized the course, determined to take the information to the people and not end up with experts talking to one another. The extension agents, each thoroughly familiar with his county, pitched in as recruiters.

As a result, the audience included a majority of people who had never exported.

### Potential profits

Ray Teal, marketing specialist with the service and a member of the Regional Export Expansion Council, opened the first session, making the farm segment of the audience feel right at home.

He was followed by Lloyd Porter, international trade specialist with the Commerce Department, who pointed out that the U.S. merchandise shipments abroad have doubled since 1950.

Willem Winter, assistant vice president for international banking at the First National Bank, explained methods for assuring payment when merchandise is sold overseas.

### Asian market

George Nakata, Pacific Supply Cooperative at Portland, cited Japan as a large and growing market for U.S. goods and pointed out that 67% of exports through the Oregon Customs District go to Asia with the major portion to Japan.

Freight forwarders were represented by H. V. Plimpton of Harper, Robinson and Co., who outlined some ways in which exporters can ship merchandise without the usual headaches, through delegation of the job to a freight forwarder.

The Field Office reported that on the day following the session, four businessmen inquired after specific information to allow them to get started marketing products internationally.

## New French trade center near ours in Tokyo

Work is progressing on the interior of a bank building in Tokyo, for a new French Trade Center. It is in the same block as the U.S. Trade Center.

A tentative schedule has been announced: May 10-20 (opening), optical instruments; June, leather goods including shoes, clothing and gloves; July-August, baking equipment including confectionery; September, electronics or textile machinery; Oct. 10-25, musical instruments (to coincide with a trade mission), and November, wines.

In-between shows will feature automobiles in June and November and airplanes in September.

# Catalog fairs to promote U.S. sales in Taiwan

### Food processing and packaging theme of first display at Taipei

To aid the sale of American machinery and equipment in the Republic of China, the U.S. Embassy in Taipei has announced plans to stage a series of promotional events called "catalog fairs."

Oliver B. Bongard, Commercial Attache, says that the use of company product brochures or catalogs instead of products will be a quick, no-cost way to bring U.S. products to the attention of local agents and prospective buyers.

Food Processing and Packaging Equipment will be the theme of the first catalog fair, to be held in late February or early March in the building which houses the China Display Center and the China Productivity and Trade Center.

"A preliminary response to our market survey," Bongard reports, "confirms our observation that food processing and packaging is a growing industry on Taiwan. Here is a real opportunity for American manufacturers."

#### Best prospects

The food processing industry in Taiwan is young, and has excellent growth potential, thus the prospects for the sale of U.S. food processing and packaging equipment are encouraging. The best sales prospects lie in the food canning and freezing industry since this sector has accounted for most of the industry's growth in the past five years.

There are about 160 food canneries in Taiwan at present, and five can manufacturing plants. Exports of canned food items rose from $5 million in 1957 to over $35 million in 1964, and could reach $50 million in a few years. The main import requirements should include boilers, extractors, concentrators, fermenters, separators, control instruments, and automatic bottling and canning equipment. Conveyors, semi-automatic peeling, slicing, coring and canning machinery are locally produced.

The food freezing industry is just getting started, but the potential seems unlimited. At least four new frozen food factories were set up in the last two years, and more are rumored. Freezing of fish, shrimp and prawns has been going on for some time, while freezing of peas, strawberries, prepared Chinese foods, and a few other fruits and vegetables will undoubtedly expand. Most of the freezing equipment, including quick freezing units up to five tons, compressors, and induction motors, is imported from the United States.

#### Promotion campaign

According to Bongard, the Embassy will make vigorous use of publicity media in order to attract leading buyers, agents, government officials and trade associations to catalog fairs. A personal mailing campaign will be conducted; the Embassy's Commercial Newsletter will be widely circulated; USIS publicity assistance and facilities as well as those of the China Productivity and Trade Center and the Exporter/Importer Association will also be utilized.

The Embassy is now inviting display materials from as large a proportion of the American food processing and packaging industry as possible, including food processing machines, bottling, bakery wrapping, food canning, tobacco, packaging machines, cigarette and cigar-making machines and tobacco processing machines.

Catalogs, brochures and films may be mailed directly to the Commercial Attache, U.S. Embassy, Box 2 APO 96263, San Francisco. U.S. domestic postage may be used. **(See back cover of this issue for more about Oliver B. Bongard.)**

# Tourism is theme for Morocco fair

"Modern Techniques at the Service of Tourism" will be the theme of the 22nd International Fair of Casablanca, to be held in the Moroccan port and commercial center from April 28 to May 15.

The exhibition has been attracting more than 1,000,000 visitors annually. In 1965 it brought together more than 2,000 national and international exhibitors, with 28 countries manning national pavilions.

The Casablanca fair is developing into a commercial gateway to the emerging African nations, with emphasis on modern displays of equipment for African needs in agriculture, industry, commerce, handicrafts, education, health, recreation and tourism.

# Chicago prepares for 29th world trade conference

### Growth-and-profit approach stressed for two-day event

"World Trade—Opportunities for Growth and Profit" will be the theme in Chicago on Feb. 28 and March 1 as the 29th annual Chicago World Trade Conference takes place in the city's La Salle Hotel.

The conference, jointly sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, will feature luncheon and dinner meetings, business and workshop sessions and open-forum discussions of a variety of topics including international marketing of industrial products and consumer products, financing of international trade and operations, overseas manufacturing, licensing and joint ventures, taxation and legal aspects of overseas trade and investment, opportunities in world markets for small business, and import and customs problems.

The advance workshops schedule calls for:

**Monday, Feb. 28, 2:15 p.m. (simultaneous sessions)**—International Marketing of Industrial Products; International Marketing of Consumer Products; Financing of International Trade and Operations; Import and Customs Problems.

**Tuesday, March 1, 2:15 p.m. (simultaneous sessions)**—Overseas manufacturing, Joint Ventures and Licensing; Taxation and Legal Aspects of Overseas Trade and Investment; Opportunities in World Markets for Small Business.

**Write:** Chicago World Trade Conference, 30 W. Monroe St., Chicago, Ill. 60603.

#### NEW CONTAINERSHIP

Newest namesake of the Port of Oakland, Calif.—now undergoing a $2½ million improvement—will be the containership, *Oakland*, destined to operate out of the port as the future western terminus of a North Europe-East Coast-Pacific Coast containership operation to be inaugurated in April by Sea-Land Service, Inc. A former C-4 type ship being fitted out for its new role by the Ingalls Shipbuilding Corp., Pascagoula, Miss., the *Oakland* will emerge as a containership with a capacity of 611 containers.

# Tool manufacturers make good sales at Singapore show

A campaign to sell American machine tools to industries in Singapore and Malaysia through a trade fair exhibit has proved successful for 16 U.S. manufacturers.

The manufacturers participated in the Dec. 5-19, 1965 Singapore Machine Tool Exhibition and sold $79,000 worth of metalworking machines and equipment. They expect to make another $1,026,350 in follow-up sales over the next 12 months. Three agencies were established in Singapore, and one firm found a new representative in Australia. Several agency deals were pending at the close of the show.

Numerous trade contacts were also made at the business information center of the U.S. exhibit. These trade leads are being passed on to U.S. firms.

Much of the success of the U.S. exhibitors can be attributed to the extensive pre-exhibition market development efforts by BIC officials and U.S. commercial officers.

SEVERAL COMPANIES at the Singapore exhibit found the show a good place to sign agents. Above, William van Drunen of Ingersoll-Rand, signs an agreement with Joseph Yermish, general manager of Fenway Machine Co. of Philadelphia, Pa., for distribution rights of Fenway's portable nibbling machines. Below, Lim Wee Cheng signs with Lyle Hasty Jr., vice president of the Superior Hone Corporation, Erwin, Tenn.

WHAT'S THE PRICE of the Marquette Redi-Arc welder? a prospective buyer asks a Dodge & Seymour Far East, Inc., sales representative. Above, a Singapore trade visitor admires Chase Manhattan Bank's display featuring money from UN countries.

# Moroccans lift import curbs as economic outlook brightens

## Strong showing dispels pessimism of a year ago, but some soft spots persist; austerity program will remain in effect

Recent economic indicators in Morocco have been generally favorable, dispelling the pessimism which clouded the economy early in 1965.

The third quarter, usually the period of greatest net outflow in Morocco's foreign exchange, witnessed a continued increase in central bank holdings. The announcement of a $45 million IMF standby credit to Morocco provided an important additional reserve asset.

Prospects for a good agricultural year appear bright and available statistics indicated that the mining industry had another record year in 1965.

While business confidence has been aided by the improvement in the government's financial position and the liberalization of import restrictions, the domestic economy continues to be plagued by high urban unemployment, particularly in Casablanca, and idle productive capacity.

Morocco's 1965 trade balance remained favorable, according to the latest available customs statistics. Compared to a $10.1 million deficit for the first eight months of 1964, the corresponding 1965 figures reveal a $13.4 million surplus on trade account. This improvement resulted from a 9% decline in imports, due to the restrictions imposed as part of the austerity program, while exports were generally able to maintain prior levels.

### French want changes

Morocco's favorable trade balance continues to be largely at the expense of France. French exporters and local French businessmen are pressing for a relaxation of import restrictions and a return to pre-austerity days when imports from the Franc Zone were generally not subject to the import license procedure.

The Minister of Finance has issued an expanded list of permitted imports. However, most of the added items would be subject to higher tariffs.

The new tariff schedule, which affects basically those items added to the list of permitted imports, became effective November 1. It is estimated that 3 to 5% of traditional Moroccan imports will be affected by the additions to the import list and the changes incorporated in the new tariff schedule.

On July 1 the King announced the formation of the new Office de Commercialisation et d'Exportation (OCE) to exercise complete control over the export of all fruit, vegetable and fish products, and handicrafts. The OCE has since devoted most of its attention to the complex task of managing the $100 million trade in citrus and fresh vegetables.

The Government announced on September 30 that the OCE would buy the crops directly from producers at fixed prices according to quality. The OCE will in turn contract for packing, grading and shipment as well as arranging for the final export sale. The nationalization of handicraft exports has been postponed.

While the improvement of Morocco's financial position, the favorable balance of trade, and the announced liberalization of import restrictions have helped to improve business confidence, statistics for the second quarter of 1965 (the latest available) reveal mixed economic indicators.

Statistics related to the mining industry were up slightly. Compared to the same quarter in 1964, road and railroad transportation figures in ton-kilometers were up 7% and 12%, respectively. Electric power and petroleum consumption also showed increases of 7% and 9%. The phosphate mines are the largest customers of the railroads and the National Electricity Office.

On the unfavorable side, unemployment continued high among urban workers, particularly in the Casablanca area and productive capacity was underutilized. Cement production fell 6%, the value of construction permits issued was off 4% and new car registration tumbled 23%. Casablanca has been particularly hard hit by the construction slowdown.

The official cost-of-living index remained steady during the third quarter of 1965, largely due to plentiful food supplies in local markets which kept prices down. The cost-of-living index for September was less than 1% higher than a year earlier.

At the end of September the Bank of Morocco's net gold and foreign exchange holdings were $75.6 million. On the same date last year the net holdings of the central bank were $29 million.

### Reserve drop checked

The austerity measures introduced in October 1964, coupled with unusually large receipts of foreign aid have checked the decline in reserves. The $75.6 million in net holdings is equivalent, however, to only nine weeks' imports.

Domestic tax receipts, except for customs revenue, also continued to be ahead of last year. The Minister of Finance said that the Bank of Morocco has had to make only "small and temporary advances" to the Treasury, compared to $84 million during 1964. The King has also reportedly instructed the Ministries that he expects another austerity budget in 1966.

The minerals industry is generally healthy, with rising production and steady prices for most minerals. August cumulative statistics reveal that phosphate production is up slightly over the first eight months of 1964.

Zinc, metallic manganese, iron ore and cobalt production were all higher than the same period last year.

While lead production for the first eight months was about equal to the same period the previous year, continued high world market prices are expected to make lead Morocco's second most valuable mineral export, bringing in about $13 million for the year.

The steady decline in petroleum and

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

chemical manganese production has continued. The Societe Cherifienne des Petroles (SCP) has made efforts to revive the declining production of the Rharb field by sinking new wells, but without significant success.

The SCP recently concluded an agreement with the Office Cherifien des Phosphates (OCP) by the terms of which the SCP will furnish natural gas in place of fuel oil to the phosphate mines in Youssifia from the natural gas deposits at Kechoula. According to reports the field at Kechoula contains proven reserves of 450 to 500 million cubic meters, which are sufficient for 10-year needs of the mines.

A 120-mile pipeline will reportedly be constructed to transport the natural gas to the mining sites.

The third quarter of 1965 saw the first commercial sale of supersphosphates by the Safi Chemical Complex. An initial shipment of 10,000 tons was made to South Korea as the first installment of a 50,000 ton Korean purchase which is scheduled for delivery by the end of the year.

Morocco's 1965 summer tourist season, which is centered in Tangier and the Rif (northern) coast, was somewhat of a disappointment since last year's spectacular increase in the number of tourists was not repeated. According to preliminary figures the number of tourists entering Tangier in the three-month June-August period was 37% below the same months of 1964. The resorts at Al Houceimas on the Rif coast, which depend more on packaged tours than on the casual tourist, reported a highly successful summer season.

The Ministry of Tourism recently announced a $1.8 million appropriation for a 150-room addition to the popular Palais Jamai Hotel in Fez. In Rabat the completely renovated luxury class Tour Hassan Hotel has reopened under American management (Ramada Inns), filling a long-felt need for first-class hotel facilities in the capital. The Rabat-Hilton, also American managed, has begun hiring and training staff for a scheduled August 15 opening.

Preliminary estimates placed fish landings for the third quarter at slightly below third quarter 1964. Total catch for the season, which started off late, continued to lag behind last season's as the unusually early storms in September restricted activity.

Exports of canned fish for the first nine months of the year were valued at $12.5 million, compared to $16.6 million in 1964. The press blamed the slowdown on the nationalization of fish product exports. Exports of canned fish are expected to resume their normal rhythm in coming months, but the Moroccan fish industry is encountering increasingly stiff market competition from other fish-exporting countries, except in France where the industry enjoys a special quota.

The agricultural situation is one of mixed outlook. The 1965 production and trade in citrus fruit and market vegetables, as well as production of cotton, pulses, olives and wine, has been relatively good.

Cereal crops, livestock and the subsistence sector in general have made no significant improvement over previous years. The 1965-66 season started early, however, with well distributed rains.

As a result, there is general optimism in the agricultural sector and the preparation of land and planting was well ahead of last year.

## Sudan gets $31 million for transport system imports

Sudan will use a recent $31 million World Bank loan to pay the foreign exchange costs of imports required for the Sudan Railways' improvement program.

All imports purchased with World Bank funds must be procured through international competitive bidding.

The works to be executed and the goods to be procured by the Sudan Railways, which also operate the country's river and port services, include the procurement of 14 main line and 23 shunting diesel locomotives and three diesel rail car sets; the procurement of 460 freight cars and components for 41 passenger and 40 service cars; the improvement of present rolling stock by the installation of automatic couplers and roller bearings; the relaying of about 313 miles of the Khartoum-Atbara-Port Sudan line with 90-pound rail; the acquisition of a dredger and some equipment and materials for the improvement of river transport services; and the procurement of tugs, barges, cranes and other cargo-handling equipment for Port Sudan.

## Import liberalization extended by Denmark

The Danish Government has decided to extend the liberalization of imports previously scheduled to be effective Jan. 1, 1966 (principally licorice confectionary, dextrin, glue, paving and curb stones, and elevators and parts) to include citrus marmalades and certain fish products (fish fillets, smoked fish, fish roe, lobster, shrimp and industrial fish).

# Growing Turkish film industry looks for U.S. partners

### Turkish producers want access to more sophisticated equipment

About 150 feature films were produced in Turkey during 1964, and it is expected that the number reached 190 in 1965. The leading Turkish producers are improving the quality of their productions and introducing color to compete with imported films and cheaply produced movies made by small Turkish firms.

The leading Turkish producers maintain that the future of the industry and technical development of Turkish movie production depends on joint ventures with foreign firms, particularly United States firms. Turkish producers complain of old equipment, the lack of modern studios, and especially of inadequate lighting systems.

Another advantage in co-productions with U.S. firms is the use of money in blocked accounts. The Turkish Government approves the use of these funds for producing movies.

The trend toward color has been slowed by the high cost of processing, which must be done abroad. Only certain sections of a film are shot in color, with most of the film still being in black and white.

The shortage of movie houses to exhibit the increasing number of Turkish films remains a problem. This shortage hampers the small firms particularly, as all producers must reduce their prices in order to sell their products to theater-owners.

### Local films preferred

The Turkish film industry has the support of the public, the central government and the municipalities. The general public prefers the domestic films; the government offers financial aid for the development of the industry, and the municipalities levy lower admission taxes on domestically-produced films than on foreign films.

Wages for actors, technicians, writers, and other production workers have remained fairly constant during the past few years. Trade unionism remains embryonic, but is expected to show increased development and vigor during the coming year.

MALAYSIA-SINGAPORE

# Inviting Investors

## Ready reception awaits prospective U.S. partners

Businessmen in Malaysia and Singapore are interested in joint ventures with U.S. firms and Hong Kong businessmen seek licensing arrangements, according to members of the U.S. Trade Mission to Malaysia, Singapore and Hong Kong.

Joint venture opportunities range from establishment of a paper mill to the manufacture of sulphuric acid in Malaysia, and from making ladies' and children's pajamas to the manufacture of carbon black in Singapore. Hong Kong offers U.S. firms a license to make a one-hand operated umbrella and seeks licenses on calendars and paints.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. This identifying number is listed on each opportunity, immediately after the address of the foreign film.

### Malaysia

#### 1511 General building contractors

A Kuala Lumpur import-export firm is interested in joint venture with experienced U.S. concern to make prefab housing and construct high rise apartments. According to the firm, $90 million has been set aside by the Government for housing.

**Write:** Sharikat Jaya Raya, Ltd., 502 Lee Yan Lian Bldg., Kuala Lumpur, Malaysia. IR 30A. WTD.

#### 2036 Frozen foods, sea food

A well-financed sea food exporter proposes joint venture to establish a freeze-drying company for production of various food specialties for export. U.S. partner would furnish technical know-how.

**Write:** General Food Processing Co., (M), Ltd., 16 Kota Rd., Taiping, Perak, Malaysia. IR 12.

#### 2052 Crackers

A Kuala Lumpur company seeks joint venture with U.S. firm to manufacture exclusive formula brand of shrimp crackers. Local company will finance 50% of venture.

**Write:** IFCO, (Malaya), Ltd., D-4, Ipoh Rd. Garden, 4th Mile Ipoh Rd., Kuala Lumpur, Malaysia. IR 14a.

#### 2099 Yeast

A manufacturer of biochemical products seeks joint venture to produce yeast, vitamins and proteins using locally grown raw materials. Technical assistance and equipment is asked of a U.S. partner.

**Write:** Goodmeal Biochemical Manufactory, Ltd., Mercantile Bank Bldg., Ipoh, Perak, Malaysia. IR 11. WTD.

#### 2611 Pulp mills
#### 2621 Paper mills
#### 2432 Plywood plant

A Malaysian timber exporter seeks U.S. joint venture partner to set up pulp, paper and plywood manufacturing plants. The firm reports it now has 90,000 acres of timber property and may be able to obtain an additional 35,000. U.S. collaborator to supply machinery and technical know-how.

**Write:** Sharikat Jaya Raya, Ltd., 502 Lee Yan Lian Bldg., Kuala Lumpur. IR 2. WTD.

#### 2819 Sulphuric acid

A large Kuala Lumpur concern with varied commercial and industrial interests desires a U.S. partner to supply technical know-how and possibly raw materials on a joint venture basis to manufacture sulphuric acid in Malaysia. The firm will supply capital and administrative and sales organization and is currently preparing a detailed project study.

**Write:** Guthrie & Co., Ltd., 4 Jalan Mountbatten, Kuala Lumpur, Malaysia. IR 4. WTD.

#### 2951 Concrete building blocks

A joint venture to manufacture concrete building blocks is sought by engineering construction firm established in 1960 and reported to have 100 employees.

**Write:** Euco International, Ltd., Lee Wah Bank Bldg., Kuala Lumpur, Malaysia. IR 34.

#### 2952 Asphalt roofing

A joint venture to establish an asphalt roofing plant is sought by Kuala Lumpur importer of construction materials. U.S. partner is asked to supply technical know-how. Firm would accept small used roofing machine to get started.

**Write:** Sharikat Jaya Raya, Ltd., 502 Lee Yan Lian Bldg., Kuala Lumpur, Malaysia. IR 30B. WTD.

#### 3312 Steel tubing

A joint venture to install two 60-ton presses to produce steel tubing sought by Malaysian firm in export-import business. U.S. partner asked to furnish equipment, technical know-how and possibly raw materials. According to the firm, steel tubing is now imported, principally from United Kingdom.

**Write:** Euco International, Ltd., Lee Wah Bank Bldg., Kuala Lumpur, Malaysia. IR 3.

#### 3312 Steel works

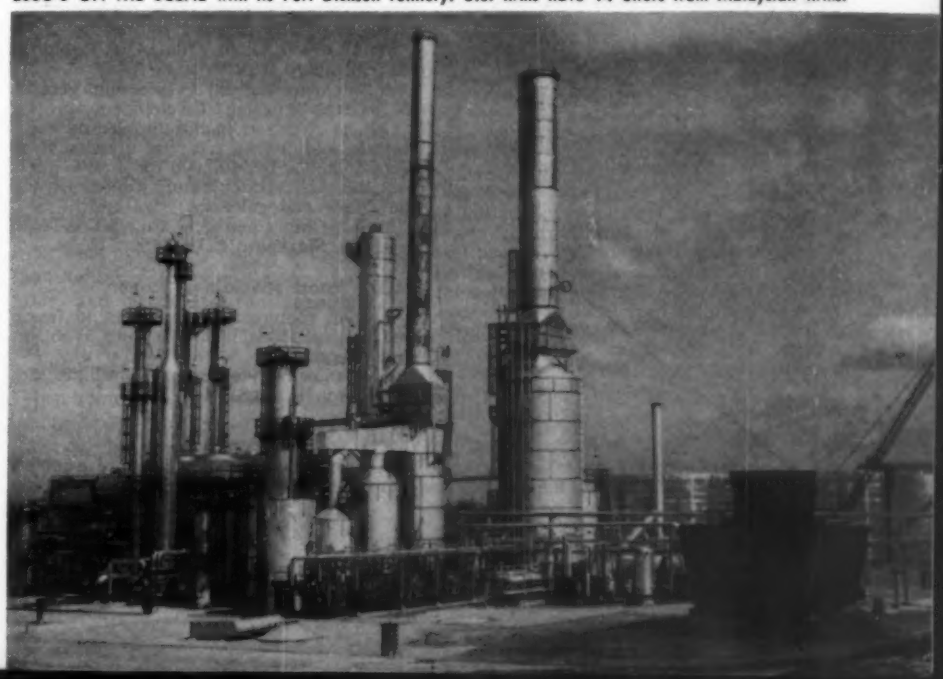
Port Swettenham timber and iron ore exporter with 25 employees and reportedly large iron ore deposits seeks joint venture with experienced U.S. steel maker to produce steel in Malaysia. The firm is reported to currently sell iron ore to Japan.

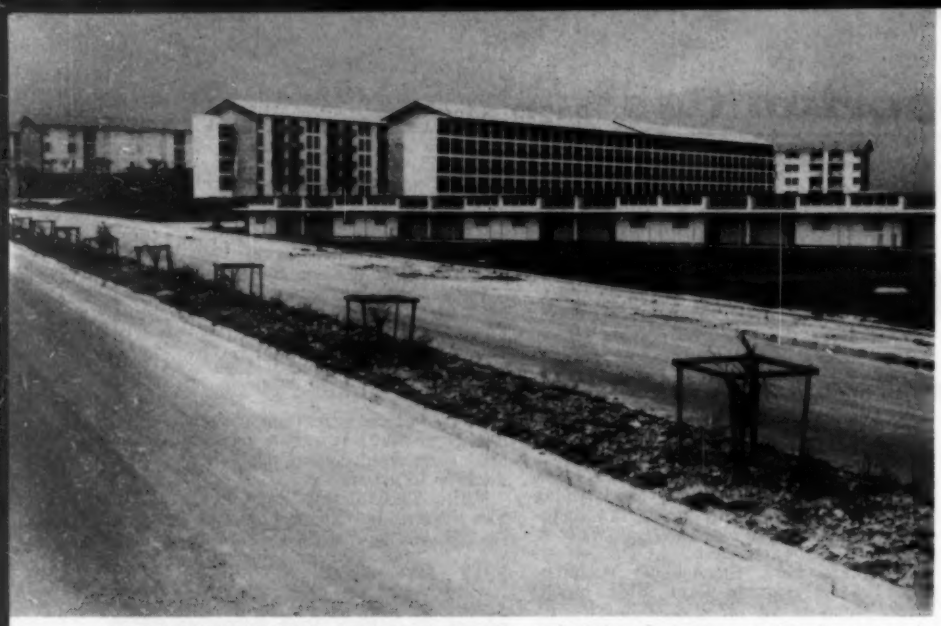
**Write:** Hup Teng Shipping Co., 70 A Watson Rd., Port Swettenham, Malaysia. IR 26.

#### 3442 Doors, window frames, building hardware

A Kuala Lumpur firm with over 100 years business experience in Malaysia, currently employing over 1,000, seeks joint venture to manufacture the line of building materials it currently imports. Production is to include

ESSO'S ON THE SCENE with its Port Dickson refinery. U.S. firms have 14 offers from Malaysian firms.





SOME HOUSING PROBLEMS in Singapore have been solved through developments like the one at the Jurong Industrial Estate but developers are still looking for more U.S. building materials and services.

building hardware, window louvres, metal sash and doors, prefab scaffolding and related items. Firm has capital to invest and seeks collaboration with experienced U.S. manufacturers of these building materials.

**Write:** Guthrie and Co., (Malaysia), Ltd., 4 Jalan Mountbatten, Kuala Lumpur, Malaysia. IR 31. WTD.

### 3585 Refrigeration (freeze-drying)

A Kuala Lumpur manufacturer and importer of air conditioning equipment, established in 1955 and currently employing 250, proposes a joint venture or licensing arrangement with an experienced U.S. firm to freeze-dry such foods as meats and vegetables. The firm seeks only technical know-how, sales and marketing assistance. It does not ask for financial participation. Site and building for the project are reportedly already contracted for.

**Write:** Polin Bros., Ltd., 165 Jalan Petaling, Kuala Lumpur, Malaysia. IR 27.

### 3651 Public address systems

A license is sought by importer and distributor of sound and electric equipment to build, distribute and service public address systems. U.S. collaborator to furnish technical assistance. According to company, a large market exists for such systems in schools, Government buildings and dance halls.

**Write:** Law Joo Chin Co., 67, Ampang Rd., Kuala Lumpur, Malaysia. IR 15A.

### 7811 Television shorts

A newly-organized Malaysian firm seeks joint venture with U.S. organization interested in producing television shorts and commercial subjects for sale in Malaysia and for export to Singapore and elsewhere. Firm plans to use U.S. equipment. According to the firm, no local companies now produce such films which have an increasing demand.

**Write:** Ranee T.V. Corp., Ltd., Lee Rubber Bldg., Kuala Lumpur, Malaysia. IR 9.

## Singapore

### 0811 Timber tract

A joint venture to exploit 10,000 acre stand of timber at Pahang on the east coast of Malaysia is sought by Singapore firm. U.S. collaborator would provide machinery and know-how to make veneer and plywood. Firm states that timber is large—six ft. diameter—and that an adjacent stand of timber can be used when needed.

**Write:** Serang Kai Corp., 28A Lorong 32 Geylang G.P.O. box 1295, Singapore. IR 41S. WTD.

### 1099 Tin mining

An iron ore and tin mining company seeks joint venture that will include technical know-how on separating tin from iron ore. Firm states that it now is producing approximately 17 tons of tin a month. Organized in 1965, the company reports that it has 160 employees.

**Write:** Waterfall Mining Co., Ltd., 13-Upper Circular Rd., Singapore 1. IR 22S.

### 1511 General building contractors

A firm interested in promoting construction and land reclamation in Sabah seeks a joint venture with U.S. contractors. In addition to some financing, U.S. partner is required to provide technical know-how.

**Write:** Chuan Guan, Ltd., 144-A Robinson Rd., Singapore 1. IR 84A(a)S.

A Singapore builder seeks a joint venture in 32-acre housing development project which he claims is in thriving central location. In addition to a capital investment of from $500,000 to $600,000 for a 50% interest, the U.S. collaborator would provide know-how and guidance.

**Write:** Chin Cheong & Co., 90-A Telok Ayer St., Singapore 1. IR 76S.

### 2037 Food specialties, frozen

A joint venture to set up plant to freeze and package foods, including fruits, is sought by Singapore firm.

**Write:** Ean Lian, Ltd., 32 Phillip St., Singapore. IR 45bS.

### 2046 Corn oil

A firm seeks a joint venture to establish plant to extract corn oil using local raw material. U.S. machinery and technical know-how needed.

**Write:** Ean Lian, Ltd., 32 Phillip St., Singapore. IR 45aS.

### 2071 Candy, confectionery products

A manufacturer of confectioneries wishes to expand production and seeks joint venture with U.S. firm. Company claims to have modern machinery which automatically packages and seals individual candies as well as roll goods. Approximately $250,000 is required for 50% participation.

**Write:** Mizrahie & Co., 27 Leng Kee Rd., Singapore 3. IR 75S.

### 2341 Ladies'; children's pajamas

A joint venture to manufacture ladies' and children's cotton pajamas, men's sports shirts and kindred lines is sought by a Singapore textile firm. Firm states it will invest up to $100,000 with U.S. partner.

**Write:** Great Malaysia Textile Mfg. Co., Ltd., 30-1 Bukit Timah Rd., 6 3/4 M.S., Singapore 21. IR 9S. WTD.

### 2432 Plywood

A firm interested in obtaining a timber concession from the government of Sabah to log timber seeks a joint venture with a US. company to produce plywood.

**Write:** Chuan Guan, Ltd., 144-A Robinson Rd., Singapore 1. IR 84A(b)S.

A core veneer and plywood company that reports that it is in the final stages of construction and was to begin operation this month seeks a joint venture with U.S. firm to produce plywood. Company claims its new plant will produce four million square feet per month of ⅛" core stock at the beginning and increase production to eight million square feet a month after six months. Firm claims to have 50,000 acres of timber resources or a 30 to 50 year supply.

**Write:** Sentosa Veneer Lumber, Ltd., 255 Alexandra Rd., Singapore, 3. IR 52S.

### 2631 Corrugated fiber board

A joint venture to manufacture corrugated fiber board for packaging is sought by Singapore exporter. Raw materials to include rice straw, waste paper, sawdust and wood chips, all available locally. Financing, machinery and know-how to be supplied by U.S. partner.

**Write:** Far East Trading Co., (Malaya), 12 Prinsep St., P.O. box 71, Singapore. IR 71S.

### 2895 Carbon black

A joint venture to manufacture carbon black from by-products of an oil refinery sought by export firm.

**Write:** Far East Trading Co., (Malaya), 12 Prinsep St., P.O. box 71, Singapore. IR 44S.

### 3111 Leather tanneries
### 3199 Small leather goods

A reptile leather tanner seeks a joint venture to acquire better tanning process and the know-how to improve the manufacturing of small leather goods.

**Write:** Ismail Mahdi Co., 268 Beach Rd., Singapore 7. IR 74AS.

### 3411 Plastic motor oil containers

A joint venture to manufacture plastic motor oil containers is sought.

**Write:** Masterprints, Ltd., 12 Lorong Tukang Tua, Singapore 22. IR 59(a)S.

### 3461 Signs, porcelain enameled

A manufacturing firm seeks a joint venture to produce porcelain enameled signs for advertising purposes.

**Write:** Masterprints, Ltd., 12 Lorong Tukang Tua, Singapore 22. IR59(c)S.

### 3479 Lacquer coating tableware

A firm seeks a joint venture to produce lacquered tableware for household use.

**Write:** Masterprints, Ltd., 12 Lorong Tukang Tua, Singapore 22. IR 59(b)S.

## Hong Kong

### 399 Umbrellas

An inventor of "one hand operated" umbrella offers U.S. umbrella manufacturers rights to manufacture this umbrella. For name and address, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1368. IR 91.

### 013 Livestock farms

Joint venture partner sought to develop poultry breeding farm in Hong Kong.

**Write:** Pearl Investment Managers, Ltd., 1709 Prince's Bldg., Hong Kong. IR 73A.

### 275 Commercial printing

License sought to produce U.S. designed calendars.

**Write:** Colvike Far Eastern Co., 1104 Takshing House, Hong Kong. IR 42A.

### 285 Paints

A paint manufacturer desires to produce quality paint products under license from U.S. paint manufacturer.

**Write:** Gilla Paint Works, Ltd., Kuntong Rd., Kowloon, Hong Kong. IR 74.

### 358 Automatic merchandising machines

A firm attempting to diversify from textiles is interested in a joint venture with food vending machine manufacturers on a 50/50 basis.

**Write:** Heera Trading Co., 2-4 Lee Yuen St., West, Hong Kong. IR 85.

### 395 Pens

A ball point pen manufacturer seeks U.S. manufacturer to enter joint venture for the manufacture of ball point pens for resale to Nigeria where they have a market covering 50 million people. Needs U.S. investment capital and U.S. know-how.

**Write:** Joseph Yen & Co., 1844 Union House, Hong Kong. IR 36.

## ELECTRONIC COMPONENTS

A manufacturer of control systems and regulating devices of all kinds is interested in being licensed for the manufacture of electronic components and accessories for all fields of industry.

**Write:** Dr. Hanns L. Mennicken, Messanlagen und Automation fuer die Verfahrenstechnik, 2-4 Duisbergstrasse, Germany. WTD.

# European producers seek U.S. licensees

U.S manufacturers are sought to produce a complete line of equipment and processes for the clarification and purification of water and the treatment of effluents; a special type of operating table and accessories for orthopedic, gynecologic, and general surgery; and an automatic centrifuge for continuous deoiling of metal chips.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the appropriate File numbers.

## United Kingdom

A British firm offers an opportunity to be licensed for the production of a complete line of equipment and processes for the clarification and purification of water and the treatment of effluents. One process is described by the firm as a three-stage automatic process in which flocculating chemicals are added to the effluent under controlled pH conditions before subsequent neutralizing and the addition of powerful sedimentation agents. The firm's Lubeck Process is reported to be an accelerated activated sludge process which utilizes the fundamental principles of activated sludge treatment at a high efficiency and provides maximum loading at minimum cost. Also available for U.S. production is a separator claimed to be a simple, low-cost clarification system with no moving parts which is designed to produce a clear, sediment free water from sources containing high percentages of particles in suspension. Advantages claimed for this system include simple and inexpensive installation compactness, because the unit occupies only 1/60 of the area of a rotary clarifier, and a separator with a diameter of three feet to treat 40,000 gallons an hour. **File 1370.**

## Sweden

A U.S. licensee is sought by a Swedish manufacturer to produce its operating table and accessories for general and orthopedic surgery. The table which is patented in the U.S. can be easily attached and separated from its permanent base. When removed from its base, the operating table is transported on a four-wheel trolley. The table is designed to allow maximum flexibility and easily permits X-ray and fluoroscopy. The table may also be adjusted to allow the surgeon to sit during an operation. Tops are available for general orthopedic and gynecologic surgery. **File 1371.**

## Germany

A long-established and well-known German manufacturer of laundry equipment has developed an automatic centrifuge for continuous deoiling of metal chips which it desires to license for manufacture in the U.S. With this equipment, scrap and shavings from metal cutting lathes are automatically collected and transported to a large centrifuge which removes the oil with which they are coated. The chips can then be collected and sold for scrap, and the oil drained off, filtered and reused. It is reported that European manufacturers, especially automobile producers, have recognized the large savings which can be realized through such a process, and this firm's centrifuges are now used by a number of firms including Volkswagen, Peugeot, Citroen, and Simca. The firm states that to the best of its knowledge a comparable large, fully automatic centrifuge is not now being manufactured in the U.S. **File 1372.**

### Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

*WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

# Karachi construction firm seeks aid from U.S. tube well driller

### Collaboration, experience needed to qualify as bidder on contracts

A Karachi civil engineering and construction firm requests a joint venture arrangement with a U.S. concern having at least 10 and preferably 15 years experience in drilling tube wells and owning or capable of acquiring the equipment to dig tube wells to a maximum depth of 400 feet.

It is believed that at least two rotary rigs and associated equipment with an adequate supply of spare parts will be necessary.

The firm reports that although it is an experienced contractor, familiar with local working conditions and labor problems, it cannot qualify to bid on available tube well drilling contracts without affiliation or formal collaboration with an experienced foreign firm under existing regulations. It is important, however, that the foreign firm, preferably U.S., possess the professional experience described in a "Prequalification Questionnaire for Tubewell Construction Firms". A copy of this document is available at the address denoted by a star in the box headed "Investment Assistance".

The Pakistani firm summarizes the essential elements of its proposal as contacting a U.S. firm with the proper qualifications and negotiating a mutually acceptable joint venture arrangement.

### No meeting necessary

This should involve no meeting of the parties as necessary legal requirements could be executed through the U.S. Embassy, Karachi. Conclusion of the collaborative agreement would qualify the firm as an authorized tube-well contractor. Not until acceptance of the first tender would such positive action be required on the part of the U.S. partner as transportation of equipment and sending a limited number of technicians to Pakistan.

The Karachi contractor is positive that it can secure substantial tenders as soon as it is qualified to bid through conclusion of a joint venture agreement with a U.S. driller.

Several thousand tube wells are scheduled to be dug, according to the Pakistani firm, and present tube well drilling contractors are working around the clock.

**Write:** Commander Construction Co., 629 Muhammadi House, McLeod Rd., Karachi. ★WTD.

## Senegalese engineers want refrigeration joint venture

A Dakar firm of engineers and equipment importers seeks collaboration with a U.S. manufacturer of refrigeration equipment in establishing a chain of cold storage facilities in 32 Senegalese towns and cities.

Total investment is estimated at $2.4 million. The U.S. firm is asked to participate with the Dakar concern in a feasibility study of the venture and to supply the needed refrigeration equipment. Purchase of several isothermal trucks is also contemplated.

A Senegalese Government corporation will reportedly operate the chain and is negotiating long term credits for the venture. Establishment of the complete chain is estimated to take about six years, the first phase requiring around $800,000. This will involve the placement of cold storage installations in five Dakar markets, one at the Dakar fish port and one in another city.

**Write:** ERTEC, S.A., B.P. 1778, Dakar, Senegal, Attn.: M.S. Tall. WTD.

## Chilean firm seeks license for prefabricated housing

A Chilean manufacturer of fabricated structural metal products would like to negotiate a licensing arrangement with an experienced U.S. firm to make prefabricated metal housing. For further information, **write** (preferably in Spanish): Maestranza "EL SALTO" Ltda., Calle Limache s/n., Casilla 765), Vina del Mar, Chile.

### SYNTHETIC FIBERS

Licensing or joint venture agreement sought to expand production of synthetic and artificial fibers.

**Write:** Jean Descheemaeker, La Vesdre, 152 Rue des Goujons, Brussels, Belgium. WTD.

### LIFT TRUCKS, CARRIERS

A reconditioner of surplus army trucks seeks license to produce battery powered lift trucks and carriers.

**Write:** Autohandel BRAEM, 9 Nieuwstraat, Handzame, Belgium. WTD.

## Indian proposes seamless steel tube partnership

A Bombay businessman proposes to manufacture 74,000 metric tons of seamless steel tubes a year on a joint venture basis with an experienced U.S. firm.

The U.S. partner would be asked for financial participation and technical know-how. Terms of the partnership are subject to negotiation, but the Indian Government reportedly has approved the venture in principle.

The proposal calls for setting up a company under the proposed name of "Multiferrous Special Steel Co., Ltd." A plant is proposed for construction inside the free trade zone near Kandla Port, about 650 miles from Bombay where the promoter states he has acquired 75,000 square yards of industrial site.

Planning calls for monthly production by the extrusion process of 1000 metric tons of various sized boiler tubes; 200 metric tons of stainless steel and high alloy condensor tubes; 1000 metric tons of oil pipe line tube; 500 metric tons of hydraulic and other high pressure tubes; 3000 metric tons of ball bearing tubes; and 250 metric tons of galvanized and non-galvanized pipe.

Production facilities such as electric power, water and labor are reportedly available. Total cost of the proposed project has not yet been estimated and a market survey of Indian seamless steel tube consumption is contemplated. Planning calls for export of approximately 40% of production.

**Write:** Kanti Narain Missar, USEEKA, 10th Rd., Chembur, Bombay 71, India.

### LUBRICATING ACCESSORIES

Manufacturer of lubricating accessories including manual type lubricating pumps; manual type grease injectors, rigid and flexible type lubricating couplings; lubricators for use with industrial and agricultural machinery; bracket sleeves, nuts and washers seeks license or joint venture for the production of U.S. lubricating accessories.

**Write:** Asturiana de Manufacturas "SAMOA", S.L., 52, Marques de San Esteban, Gijon, Oviedo, Spain. WTD.

### TEXTILES

The largest Spanish producer of asbestos textiles seeks know-how for improving its manufacture of mineral wool, asbestos textiles and rigid insulation materials (85% magnesium carbonate).

**Write:** Montero, S.A., Retuerto, Baracaldo, Vizcaya, Spain.

# Canada issues new regulations on periodicals imported from U.S.

## Rules implement Parliamentary legislation on prohibited advertising primarily directed to market in Canada

Canada's Department of National Revenue has issued new regulations to govern the import entry of U.S. periodicals containing advertising which mentions Canadian sources of availability of goods and services.

These regulations implement legislation passed by Parliament in June, 1965, which placed on the prohibited list of the Customs Tariff, effective Jan. 1, "split-run," regional or other special editions of non-Canadian periodicals containing advertising primarily directed to a market in Canada and does not appear in identical form in all editions of the periodical distributed in the country of origin (Part 1 of Tariff Item 99221).

The legislation also prohibits issues of a periodical more than 5% of the advertising space of which consists of advertisements indicating specific sources of availability in Canada, or specific terms or conditions relating to the sale or provision in Canada of any goods or services (Part 2 of Tariff Item 99221).

Since U.S. periodicals circulate widely in Canada, the regulations have particular significance for U.S. printers, publishers and advertising agencies which may have to deal with Canadian Customs concerning their application.

### Periodicals defined

A "periodical," for the purpose of the regulations, is one published at regular intervals of more than six days and less than 15 weeks and distributed as a distinct publication or as a supplement to more than one newspaper. Special annual issues are included. *Not* included is a catalogue, a newspaper, or a periodical whose principal function is to encourage, promote or develop the fine arts, letters, scholarship or religion.

Under Part 1, whenever an advertisement contains a specific source of availability in Canada and that advertisement does not appear in identical form in all editions of that issue of the periodical that are distributed in the country of origin, the advertisement will be considered to be primarily directed to a market in Canada and the issue in which it appears will be considered to be a special edition (i.e. prohibited entry).

If the advertisement containing a specific source of availability in Canada appears in identical form in all editions of that issue distributed in the country of origin, Part 1 of the tariff item will not be involved but the advertisement will be included in the computation of the 5% of the advertising space under Part 2.

When a bind-in reply card, business reply card, or other attachment is used in connection with an advertisement, the insert or other attachment and the advertisement are considered as an entity to be primarily directed to a market in Canada if the insert used differs from that appearing in the country of origin because of different or additional information directed to the Canadian market. In such circumstances the issue distributed in Canada will be considered a special edition prohibited under Part 1.

### Specific sources

Under Part 2 of the tariff item, and except as noted hereafter, the name of a company in Canada, combined with any of the following is considered a specific source of availability which will bring the advertisement under the 5% limitation: location (city or town), street address, post office box number, telephone number.

References not considered indications of specific Canadian sources of availability include broad references such as "available in Canada," "prices slightly higher in Canada", "available at leading Jewellers in Canada"; mention of a Canadian company or firm without its location (city or town) in Canada; an advertisement which, although it includes locations (towns or cities) in Canada, does not refer the reader to such locations, but instead positively directs him to an address outside of Canada; so-called public service, prestige, or corporate image advertisements in which there is included the location of the advertiser's offices, plants or outlets in the various places in which the advertiser carries on business but which do not include a specific invitation to the reader to transact business at any of those locations in Canada or at any other place in Canada; advertisements by Canadian manufacturers or suppliers of goods or services such as the federal or provincial travel bureaus, Canadian airlines, hotels or resorts or Canadian distillers or brewers where advertisements are not considered primarily directed to Canada.

### Computing space

Whenever a "Buying Guide" or "Where to Buy" column or page provides specific sources of availability in Canada for goods or services and is related to an advertisement in the same issue, only the advertisement will be included in computation of the amount of advertising space.

Descriptive material of a promotional character that identifies particular goods or services by name or manufacturer or supplier and additional details will be considered advertising.

Where such advertising includes specific sources of availability in Canada either directly or by reference to a "Where to Buy" column or page, the descriptive material will be included in the computation of advertising space under Part 2. Evaluations, reviews, reports on new products or models, performance tests, and listings in a general directory issue of a periodical will not be considered advertising.

### Enforcement, appeal

Enforcement of the regulations will be based on determinations by the Canadian Department of National Revenue, Ottawa, which will examine incoming periodicals and advise the publishers by telegram whether any issue is considered a contravention.

The Deputy Minister of that Department will consider representations, oral or otherwise, from any publisher to whom notice has been sent, within seven days from the date of the telegram in the case of a periodical published at intervals of not more than seven days, and within 15 days in the case of any other periodical.

National Revenue is prepared to advise, in advance of publication, whether individual advertisements or any descriptive material of a promotional character will be held to fall in the prohibited category.

# ADELA approves seven investments in Latin America

The Executive Committee of the ADELA Investment Co., S.A., (ADELA), has approved operational investments totaling approximately $4.4 million in seven Latin American countries.

This investment group, formed in September 1964, consists of 54 private companies in the U.S., Canada, Europe and Japan. It was created to finance economic development projects in the Latin American area.

The investments approved include:

**Argentina:** Carboclor Industrias Quimicas S.A.I.C. in Buenos Aires for production of petrochemicals—$1.2 million.

**Brazil:** Metalfrit Ltda. in Sao Paulo, a foundry—$70,000.

**Chile:** Compania de Productos de Acero S.A. in Santiago for manufacture of seamed steel pipe—$900,000.

**El Salvador:** Tipografia La Union S.A. in San Salvador, a commercial printing plant—$200,000.

**Honduras:** Productora de Granos S.A. in San Pedro Sula for commercial corn growing—$100,000.

**Mexico:** Herramientas Morse S.A. in Queretaro for manufacture of tools — $1.5 million.

**Nicaragua:** Compania Hotelerade Nicaragua S.A. in Managua for a commercial type hotel—$400,000.

These new investments bring the total number of ADELA's "operational investments" to 27 worth $16.8 million in 13 Latin American countries.

In addition, ADELA holds another $16.9 million in what are described as Latin American interim "non-operational" investments of up to 36 months. Countries in which these are held include Chile, Colombia, Ecuador, Mexico, Nicaragua, Peru and Venezuela.

## Caribbean territories organize free trade area

British Guiana, Barbados, and Antigua have signed an agreement to create a Free Trade Area, with a population of some 1.2 million, on or before next September.

The Agreement provides for elimination of duties and quotas on goods which originate in member territories. It also decrees that at least 50% of the FOB value of goods exported to another member territory be of area origin to qualify for duty reductions and that industrial incentives within the area will be harmonized to stop the needless competition between the territories to attract new industries.

Individual members will retain the right to regulate trade controls with nonmember territories. Since membership in CARIFTA is open to any Caribbean territory, it is hoped that the organization will form the nucleus of an economic community embracing the Caribbean.

## Italian law requires confirmed trade terms

An exporter to Italy has no recourse under Italian law to the protection or enforcement of conditions of sale which have not been accepted in writing by the Italian trading partner.

Article 1341 of the Italian Civil Code provides that terms in an agreement which are not expressly agreed to in writing have no legal applicability.

This could apply to terms stated as part of a sales offer, to limitations of responsibility stated on an invoice, to right of cancellation or suspension of a sale retained by the vendor, to limitations on purchases from third parties, to return of merchandise and other conditions frequently set by the vendor without explicit written agreement from the purchaser.

Numerous decisions of Italian courts have set the precedent that any acknowledgement by trading partners on a specific governing legal jurisdiction for the contract and disputes must be based on a written agreement.

## Iraq frees some imports from Government monopoly

Iraq has freed some imports, including tires and tubes, batteries, auto spare parts, and certain medical supplies, from Government control.

Private importers may now compete with the state trading companies for the import of these items, but must furnish the appropriate authorities with evidence that they had previously imported such goods as a prerequisite to obtaining import licenses.

At the same time, the Government announced a liberalized policy for issuing import licenses for concentrated animal feed, agricultural implements, seeds for agricultural purposes, fertilizers, pesticides and other agricultural chemicals.

# New Saudi budget stresses growth

Since 1959, the Saudi Arabian budget has followed a continuous pattern of balancing expenditures against revenues.

The new budget announcement for 1965-66 reveals an all-time high of $880.2 million, an increase of 27.3% over the previous year's estimate of $691.5 million.

Oil revenues still constitute the country's largest source of revenue; this year anticipated oil revenues will total 88% of Saudi Arabia's income. In figures, net oil income for 1965-66 will amount to $689.9 million, with an additional $77.2 million in revenues resulting from a transfer of surplus 1964-65 Development and General Reserve Funds.

Major items of the 1965-66 budget include $163.4 million for communications; $162.5 million for defense; and $114.5 for education. Other estimated expenditures include $73.1 million for the Ministry of Interior; $64.0 million for agriculture and irrigation; and $62.1 million for municipality development.

The primary aim of the budget, according to the Saudi Arabian Monetary Agency (SAMA), is to achieve rapid, but balanced economic growth. Increased employment, expanded educational facilities, improved agriculture, modern paved roads and improved medical and social welfare services will go a long way in this direction.

## Pakistan imposes defense surcharge on most imports

A defense surcharge of 25% of the import duty has been imposed on most imports into Pakistan.

Similarly, all items subject to the national sales tax (which is also levied on most imported items) were subjected to a defense surcharge of 25% of the tax payable.

Specifically excluded from coverage of the surcharge on import duties are industrial machinery, components and spare parts, and other articles designed solely for use with such machinery. These items were already exempt from sales tax under previous regulations and are not affected by the defense surcharge on sales tax.

For further information on specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

# Libya's petroleum legislation amended by Royal Decree

Certain provisions of Libya's Petroleum Law No. 25 of 1955 have been amended by Royal Decree to increase Government revenues and cut back discounts and price reductions granted by some companies to sell petroleum.

Under provisions of the amendment, royalties will be counted as a deduction against taxable income, i.e. as an expense, rather than treated as a deduction against the total amount of tax owed, which is 50% of an oil company's profits.

The 50-50 profit split would be based on posted (published) prices with a predetermined discount rather than on the realized prices applicable under past legislation. To induce companies to agree to amend their concession contracts, the Decree provided that companies indicating willingness to accept the amendment before Dec. 15, 1965, would have their royalty payments for years prior to 1965 considered as full and proper royalty payments for those years.

The Government has never accepted these previous payments as final. The new Decree also provides that in case of a dispute between the Government and an oil company over interpretation of any provision of the degree, the dispute will be settled by arbitration.

### Applying for concessions

Present concession holders applying for new concessions will not be granted the concessions unless they agree to amend the present contracts in accordance with the new decree. All applicants for new concessions have 45 days from the date the decree was published (Nov. 22, 1965) in which to notify the Government of any changes they wish to make in their application in order to take into account the provisions of the Decree.

The Decree also contains a most-favored-company clause whereby companies will agree to have their concession contracts amended in accordance with the terms of the new law only if the law is applied to all companies without exception.

For a copy of the Decree and the explanatory memorandum, on loan, write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Bulletin on German alien law available

The Department of Commerce bulletin "Residence and Business Rights of Aliens in the Federal Republic of Germany and West Berlin" has been revised to reflect changes brought about by the German Law on Aliens of April 28, 1965.

Previous editions of this Commerce publication, last revised in 1962 and reprinted in 1964, no longer accurately reflect the current situation.

For a copy of the new and revised edition, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## El Salvador clarifies ways to repatriate profit, capital

The Central Reserve Bank of El Salvador has clarified the procedure for foreign investors wishing to repatriate profits and capital.

In order to receive authorization from the Central Bank for the necessary foreign exchange, the following conditions must be fulfilled.

The capital to be repatriated must be registered as a "foreign investment" in the register maintained for that purpose by the Ministry of Economy.

The value of the investment is to be established by a certified audit of a public accountant or by the opinion of the Superintendent of Banks and Other Financial Institutions or of the Inspectorate of Companies and Corporations, principally when the certified book value is greater than the original registered investment.

Capital gains as well as all other taxes must be paid whenever the sale or transfer price of the investment exceeds the original registered investment. In no instance can the amount of capital and profit to be authorized for repatriation exceed the balance remaining to the investor's account after payment of taxes.

The new procedures represent an easing of the earlier foreign exchange regulations, particularly when the value of the investment to be repatriated is greater than the original investment registered with the Ministry of Economy. Previously, remittances could only be made in an amount up to the value of the registered investment.

# Italy removes some credit restrictions

In a move to boost consumer demand, the Italian Government has removed credit controls applying to installment purchases of motor vehicles with a cylinder capacity of over 125 cc., household electric appliances including refrigerators and washing machines and radios.

Credit restrictions applying to TV sets and motorcycles with a cylinder capacity up to 200 cc. were removed in December 1964.

Items still under the credit controls imposed in September 1964 which set a minimum down payment of 25% and a maximum payment period of 24 months now include only phonographs and tape recorders valued at more than $96, cameras and projectors for home use priced over $80 and pleasure craft and engines costing over $160.

Reference to the above credit controls and other measures passed in 1964 as part of Italy's stabilization program appeared in the June 19, 1964, issue of INTERNATIONAL COMMERCE.

## EEC extends exemption on road, rail transport

The Council of Ministers of the European Economic Community has adopted a regulation prolonging through Dec. 31, 1967, the exemption of road, rail and inland water transport from existing cartel provisions.

An original Council regulation authorized the exemption for all forms of transportation.

However, the exemption for road, rail and inland waterway transport was only valid until last Dec. 31, and the Commission was to submit proposals for the application of the EEC cartel rules to these forms of transportation by June 30, 1964.

On June 5, 1964, the Commission submitted its proposal which was to continue the exemption until Dec. 31, 1966.

This proposal had not been agreed to by the Council so that the Dec. 31, 1965, deadline was about to terminate the exemption.

The present procedure was rushed through to continue the exemption. The two-year extension shows that the Commission does not expect rapid Council action on rules of competition for transport.

## Prequalification bids invited by South Africa for tunnel construction

South Africa's Department of Water Affairs invites prospective bidders to submit applications and a completed questionnaire in connection with the planned construction of a tunnel connecting the Orange River with the Fish River.

Prospective bidders may obtain a copy of the "Memorandum and Questionnaire' from the South African Embassy, 3700 Massachusetts Ave. NW, Washington, D.C., or may examine a copy of the documents in the Building Materials & Construction Industries Division, BDSA, Rm. 4014, Department of Commerce, Washington, D.C.

The Department of Water Affairs will establish a panel of prequalified applicants to whom invitations to tender will be issued exclusively.

Work on this tender will not include screens and gates in the Inlet Tower, nor any hydroelectric plant which may be installed at the Tunnel outlet.

The tunnel will draw off water from the reservoir formed by the Hendrik Verwoerd Dam through an Intake Tower at a point some 26 miles upstream of the dam and deliver water into the Fish River Valley. The intake is about 6 miles North of the town of Venterstad and the outfall about 14 miles Southwest of the town of Steynsburg.

The tunnel, approximately 51½ miles long and lined with concrete throughout, will have a finished internal diameter of 16′ 9″. The work will involve approximately 3 million cubic yards of rock excavation 900,000 cubic yards of concrete lining, sinking of 8 shafts varying in depth from 150 ft. to 1,240 ft. and the 210 ft.-high Intake Tower with 60,000 cubic yards of concrete. The tunnel has been divided into three sections, each of which will form the subject of a separate contract.

Applications accompanied by completed questionnaires, must reach the Secretary for Water Affairs, Room 606 Patterson's Bldg., 173 Schoeman St., Pretoria, Transvaal, **by 12 noon, Jan. 24.**

## Two ports to be equipped in Ethiopia open to U.S. bids

Ethiopia's Ministry of National Defense Department of Marine has issued a tender for equipment for the ports of Massawa and Assab.

The following equipment is required:

Electric powered quaycranes, 16 5-ton capacity, 2 8-ton capacity, 2 20-ton capacity;

Diesel engine mobile cranes 4 5-ton capacity, 2 20-ton capacity;

6 diesel engine fork lift trucks, carrying capacity 3 tons;

12 electric warehouse stackers, carrying capacity 1-ton;

6,000 wooden pallets, 1-ton capacity;

9 diesel engine tractors, capacity 1,000 kgs.;

Trailers, 60 3-5 ton capacity, 24 10-ton capacity 4 15-ton capacity;

Various types of maintenance equipment;

2 mobile, self-contained fire engines, carrying capacity 100 gallons of water;

2 trailer mounted, diesel engine pumps, 500 gallons per minute capacity;

One trailer mounted diesel engine pump, 200 gallons per minute capacity.

**Bid deadline is Jan. 30.**

Additional information is available on a short term loan basis to firms domiciled in the United States from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## Saudi Arabia offers tender to completely equip hospital

Saudi Arabia is offering a tender for completely equipping the King Faisal Hospital in Taif. Equipment, instruments, appliances and supplies include but are not limited to the following departments, clinics and laboratories: General operation theatre, orthopedic, E.N. & T., ophthalmic, urology and gynecology, obstetrics, anaesthetic, pediatric, X-ray, laboratory, pharmacy and dental.

**Bid deadline is Feb. 6.** The bid should be valid for at least three months. Pertinent catalogs and other descriptive material should be submitted with the bid. All instruments and metal goods should be of stainless steel unless specified otherwise in the tender. Prices should be in Saudi Riyals (U.S. $1 = 4.50 Riyals). Bids should be submitted to: Minister of Health, Riyaldh, Saudi Arabia.

A review copy of the tender documents is available for office inspection only in the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, Department of Commerce, Washington, D.C.

Tender terms and specifications may be obtained from the Embassy of Saudi Arabia, 2233 Wisconsin Ave., N.W., Washington, D.C. Attn: Mr. Mohamed H. Faki.

## Colombian firm to buy glass jars for vacuum-packing jams

A Colombian firm wants to buy 100,000 glass jars to fit white caps, size 58 and 68 millimeters, for vacuum-packing fruit preserves and jams.

Interested firms should forward samples and quotations directly to: Sr. Simon Abadi, Gerente, Abadi y Compania Limitada, Calle 14, No. 43-66, Bogota, Colombia.

A World Trade Directory Report dated Jan. 27, 1965, is available for $1 from the Commercial Intelligence Division, BIC, Department of Commerce, Washington, D.C. 20230.

## Iceland seeks quotations on prefabricated housing units

Iceland's purchasing agency wishes to obtain quotations and a descriptive brochure on prefabricated houses from one to four family units, with 70 to 120 square meters of floor space per unit. Each unit should be ready for occupancy when installation is completed.

**Write:** Innkaupastofnun Rikisins Borgartuni 7, Reykjavik, Iceland.

## Prequalifications invited for construction of SEATO headquarters in Thailand

The Southeast Asia Treaty Organization (SEATO) will invite bids soon for the construction of a new Headquarters building in Bangkok.

The main building will have five floors, totaling almost 100,000 sq. ft. plus a cafeteria and parking buildings. The pile driving is completed and footings for the main building will soon be placed. The contractor will commence work approximately at the bottom level of the ground floor beams.

Contractors for air-conditioning, elevators, telephone and electrical installation will be selected by the Organization but the contractor for the main building will be responsible for the coordination and supervision of their work.

Details of the proposed work may be obtained from the Secretariat-General, SEATO Headquarters, Rajdamnern Ave., (P.O. Box 217) Bangkok.

Contracting firms who wish to be invited to submit bids are requested to forward full information on their organizations, equipment, manpower, financial status and works recently undertaken to Mr. J. B. Clearwater, New Building Coordinator, SEATO, Rajdamnern Avenue, Bangkok.

The Organization has issued tenders for the supply and installation of an air-conditioning plant, a telephone exchange system and two elevators. **Jan. 31 is the bid deadline.** Drawing and specifications are available for $10 per set from SEATO Headquarters, or contact them for details.

## Hong Kong Trade Mission reports department stores need variety of U.S. goods

Wing On Co., 213 Des Voeux Rd., Central, Hong Kong, is looking for a U.S. buying office connection. This firm has three stores with a fourth under construction and would like to add more branded U.S. lines to its merchandise. Refer to TM 58; WTD 9/25/64.

Dragon Seed Co. Ltd., a large department store located at 39 Queen's Road Central, Hong Kong, seeks U.S. suppliers for the following lines: Fabrics for men's and women's suits of Dacron/wool, Dacron/rayon, Dacron/cotton for light weight wear, stretch fabrics for women's slacks; medium priced lightweight rainwear for men and women; fancy knitted goods of wool and synthetics, including men's and women's sweaters, women's suits, dresses, shawls; women's and misses' panties and long pants pajamas of satin, nylon, and brush nylon; women's, misses' and juniors' sportswear including leather jackets and three-quarter length coats, suits of Orlon, Dacron, Banlon; men's high grade branded shoes, sport coats and jackets of leather, suede, corduroy; men's branded sport shirts of Dacron/cotton, fine cotton, Banlon, Orlon, nylon, and silk; ties of silk or synthetics; men's socks of cotton and nylon pajamas of fine cotton or Dacron/cotton, swimwear including trunks, cabana sets; costume jewelry for men and women; handbags of all materials, wallets, belts, and other apparel accessories. Refer to TM 69; WTD 9/8/64.

## Iraq to build water supply system; construction bids invited from qualified firms

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, invites qualified engineering firms to bid on the construction of a water supply system at Diwaniya Liwa.

**Bids must be received** by the Purchase & Tenders Committee of the Ministry **by March 1.**

The project will include water treatment equipment, storage tanks, pumping units, pump and filter house buildings, delivery mains, connections, and all materials and labor to complete the plant. Estimated daily consumption initially is 9,100 cubic meters, to increase eventually to 13,000 cubic meters.

General conditions and specifications may be obtained for $70 from the Directorate General or from the Embassy of Iraq, 1901 P St., NW., Washington, D.C. 20036.

One copy of the specifications is available for review by firms located in the U.S. at the office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C.

## Costa Rican firm seeks steel wool processing machinery

Arechavala & Berasatequi Ltda. (steel wool manufacturer), La Paulina Mercedes de Montes de Oca, Apatdo. 4255, San Jose, Costa Rica, is interested in purchasing machinery for processing steel wool. Equipment should have a production capacity of approximately 150 kilograms per hour and operate on 220 v. 60 cycles current.

The firm requests maximum waste specifications, descriptive brochure and technician for installation and training purposes, and information on source and price of raw materials for steel wool production.

Quotations should include the cost for services of a technician. All correspondence should be in Spanish. Cost of machinery is to be met by funds provided by AID.

A World Trade Directory Report, dated Dec. 16, 1965, is available for $1 from The Commercial Intelligence Division, BIC, Department of Commerce, Washington, D.C. 20230.

## Fluoroscopic equipment and compasses sought by Iraq

The Government of Iraq wishes to purchase Fluoroscopic X-ray equipment for use by Customs inspectors in examining boxes and packages to determine their contents without having to open them. It is requested that firms interested in selling such equipment be prepared to send a technician to Iraq to install and to train locals in use of such equipment.

The Government also wants to buy 13 prismatic liquid MK3-5 compasses with cases.

**Write:** The Embassy of the Republic of Iraq, Office of the Armed Forces Attaché, 3510 Garfield St. NW., Washington, D.C.

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 206, Loussac-Sogn Building. Phone: 272-4321.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customshouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApital 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Elliott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8029 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-2357.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 1039 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 515 Gressette Bldg., 308 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2511, 911 Walnut St. Phone: BAltimore 1-7500.

LOS ANGELES, CALIF., 90015, Room 4292, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 346 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2301, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-4243.

SALT LAKE CITY, UTAH, 84111, 3231 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 725-4540.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MA 3-5615.

## Contractors must prequalify for bidding on Project 'S' of Tokyo-Nagoya Expressway

The Japan Highway Public Corporation has announced that international bidding will be held for the construction of another section of the Tokyo-Nagoya Expressway, Project "S".

Contractors with experience in expressway construction who are nationals of the member nations of the International Bank for Reconstruction and Development are invited to submit their prequalification forms as applicants to bid.

Copies of the project announcement and sample copies of information forms for applicants to prequalify are available to interested firms located in the United States from the Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

## Finnish firm wants quotations on wood finishing machinery

A Finnish firm plans to enlarge its plywood plant by 26,000 cubic meters and is inviting quotations and descriptive brochure on plywood finishing machinery and gluing presses.

**Write:** Fennia Faneriosakeyhtio, Lahti, Finland.

## Commercial agreement sought by French firm with U.S. sporting goods manufacturer

Jacques Audier, President and General Manager of Cogefrance, 14 Rue Commines, Paris 3e, France, wishes to enter into a commercial agreement with a U.S. manufacturer of sporting equipment and is specifically interested in new products for water and winter sports, picnicking and camping.

Mr. Audier further indicated that his firm would be interested in obtaining U.S.-made swimming pools for which he would solicit potential clientele, import required equipment and arrange through sub-contracts for the installation work, all of which would be supervised by his firm. Suppliers would be expected to give advertising assistance and to ship the required equipment under consignment. Method of payment is to be determined through contact.

Cogefrance is interested in acting as an agent on a commission basis but is open to suggestion for other types of representation.

Mr. Audier is planning to attend the Sporting Goods Convention in Chicago Jan. 30.

## Iraq to buy egg hatchery

The General Poultry Company, Commercial Bank Bldg., Fourth Floor, Bank St., Baghdad, has issued tender No. 4 for the design of a hatchery and egg grading center, supply of the equipment and supervision of the installation. Total capacity of the hatchery is to be about 640,000 egg places, of which 480,000 egg places will be for broiler production and 160,000 egg places for layer production.

Specified equipment includes: incubators, hatchers, egg grading machinery, candling, stamping and packing machinery, egg washing and cleaning machinery.

**Bid deadline is Feb. 20.**

Specifications are available from the General Poultry Company at the above address for $14 or on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## Singapore firm interested in representing U.S. firms

Transport & Storage, Ltd., 173 Cecil St., P.O. Box 1575 Singapore 1, is interested in representing U.S. overseas removers and forwarding agents.

This firm has available 100,000 sq. ft. of warehouse space and operates 4 fork lift trucks and 25 vans for transport of goods and wishes to act as a receiving agent for U.S. firms in similar business. Refer to TM 66. A World Trade Directory report on this firm is in preparation.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

## 012 Fruit, tree nut, vegetable farms

**BELGIUM**—All types of good quality apples. Agrofruit Compagnie Belgium P.V.B.A. (importer, exporter, wholesaler), 167 Italielei, Antwerp. WTD 6/11/65.

## 013 Livestock farms

**★★ SINGAPORE—Trade Mission**

Baby leghorn chicks, up to 2,000. Lee Brothers Poultry Farm (importer, exporter, breeder), 89 Jalan Bunga, Singapore 24. WTD in preparation. TM 48.

## 200 Food

**★★ SINGAPORE—Trade Mission**

Food products, all types, for proposed supermarkets. Woolworths (Malaysia) Ltd. (wholesaler, retailer), 300 Orchard Rd., Singapore 9. WTD 11/10/65. TM 54.

## 202 Dairy products

**TAIWAN**—Instant cream and whip cream with no sugar contents. Fu Mei Co., Ltd. (importer, exporter), 29, Section 2, Yenping North Rd., Taipei. WTD 12/3/64.

## 203 Canning, preserving foods

**AUSTRALIA**—Frozen vegetables and fish. Sunkist Snap Frozen Distributors Pty. Ltd. (importer, wholesaler), 50 Nott St., Port Melbourne, Victoria. WTD 11/12/65.

**PERU**—Canned and preserved foods of all kinds. Requests replies in Spanish. Organizadora y Administradora de Mercados S.A. (supermarket), Dos de Mayo 820, Tacna. WTD in preparation.

## 204 Grain mill products

**★★ MALAYSIA—Trade Mission**

Feed supplement for poultry and pigs. Soon Keat & Co. (importer), 6 Main St., Klang. WTD in preparation. TM 18.

## 208 Beverage industries

**SWEDEN**—Ice cream flavors and crunches, new products; agency and direct purchase. Corohertz Aktiebolag (agent), Fargfabriksgatan 5, Goteborg H. WTD 12/20/65.

## 209 Food preparations

**GREECE**—Soybean meal. Requests replies with cif Piraeus price quotations. Direct purchase and/or agency. Neophytos & Co. Ltd. (importer, wholesaler, sales agent), 9 Kolokotroni St., Athens. WTD 5/13/65.

**JAPAN**—Yellow grease and tallow. Requests prices fob point of manufacture. Kawada Shiryo K.K. (feed manufacturer), 86-1 Isshucho, Minato-ku, Nagoya. WTD in preparation.

## 210 Tobacco manufacturers

**★★ SINGAPORE—Trade Mission**

Cigars and pipe tobaccos, branded, in all price ranges. The Cycle & Carriage Co. (M) Ltd. (importer), 41/43 Orchard Rd., Singapore 9. WTD in preparation. TM 56.

## 220 Textile mill products

**★★ HONG KONG—Trade Mission**

Light weight fabrics for manufacturing men's clothing, suits, slacks, children's wear. Interocean Mercantile Corp. (manufacturer, importer, exporter), 702 Fu Hing Bldg., Jubilee St., Hong Kong. WTD under revision. TM 4.

Men's inner linings for trousers. Tong Seng Co. (importer, exporter), 336 Wang Hing Bldg., Hong Kong. WTD in preparation. TM 91.

**MALAWI**—Fabrics, broad widths, for men's suits and trousers: wool, cotton, manmade fibers and blends thereof. Direct purchase and agency. Bath Agencies (manufacturers' representatives), P.O. Box 330, Blantyre. WTD in preparation.

**★★ SINGAPORE—Trade Mission**

Suiting and shirting material. D. S. Balbir & Co., (importer, exporter, wholesaler, retailer), 103 High St., Singapore 6. WTD in preparation. TM 59.

Closeouts of mill fabrics for resale in Malaysia and Hong Kong, especially acetates, nylons, rayons; blends for sleepwear, shirtings, light weight suitings; nylon velours. European Mercantile Co. (importer), Rodney House, Battery Rd., Singapore 1. WTD in preparation. TM 4.

**SWEDEN**—Fabrics for shirts: cotton, cotton/manmade fibers, other mixtures. Jonkopings Linnefabrik AB (manufacturer, wholesaler), Box 65, Jonkoping. WTD 12/21/65.

Wool, cotton, man-made fiber fabrics, woolen linings, for men's coats, jackets. AB Dress (manufacturer), 2 Malmsjogatan, Box 686, Goteborg 6. WTD 12/20/65.

Piece goods for women's dresses, blouses, skirts, coats, morning gowns; fabrics, nylon and others, for curtains, bedspreads, etc. Direct purchase and agency. Skandiatextil Aktiebolag (agent), S:t Pauligatan 5, Goteborg. WTD 12/21/65.

## 221 Broad woven fabric mills, cotton

**AUSTRALIA**—Cotton piece goods, 36″ and 48″, suitable for window curtains. Imfine Furnishing Co. Pty. Ltd. (manufacturer), 44 Sydenham Rd., Marrickville, N.S.W. WTD 12/16/65.

**AUSTRIA**—Fabrics for draperies and home decorating in general; direct purchase and agency. Heimtex-Weberei Maly & Co. (importer, wholesaler, manufacturer), Mariahilferstrasse 106, Vienna 7. WTD 11/23/65.

★★ **HONG KONG—Trade Mission**

Shirting fabrics, white and fancy; interlinings for shirt manufacture. Hip Yick Co. Ltd., 24 King Lam St., 3/F., Castle Peak Rd., Kowloon; P.O. Box 1812, Hong Kong. WTD 10/16/64. TM 11.

## 222 Broad woven fabrics, manmade fiber, silk

**AUSTRIA**—Fabrics for draperies and home decorating in general; direct purchase and agency. Heimtex-Weberei Maly & Co. (importer, wholesaler, manufacturer), Mariahilferstrasse 106, Vienna 7. WTD 11/23/65.

**ENGLAND**—Fiberglass furnishing fabrics. M & C Winer & Co. Ltd. (textile converter, distributor), 63 George St., Manchester 1. WTD 12/7/65.

## 223 Broad woven fabric mills, wool

**AUSTRIA**—Fabrics for draperies and home decorating in general; direct purchase and agency. Heimtex-Weberei Maly & Co. (importer, wholesaler, manufacturer), Mariahilferstrasse 106, Vienna 7. WTD 11/23/65.

## 225 Knitting mills

**JAPAN**—Women's knit outerwear and underwear, all kinds. Aoi Co., Ltd. (importer, wholesaler), 36 Shimoyamate-dori 3-chome, Ikuta Ku, Kobe. WTD 11/1/65.

## 227 Floor covering mills

**AUSTRIA**—Broadloom carpeting; scatter rugs; direct purchase and agency. Heimtex-Weberei Maly & Co. (importer, wholesaler, manufacturer), Mariahilferstrasse 106, Vienna 7. WTD 11/23/65.

**GERMANY**—Rug pads, sponge rubber, rubber coated, fabric interlined hair and jute, jute; cif European ports; requests replies in German. H. Georg Hosse (manufacturer), Barmenmusterkartenfabrik, 49 Alte Landstr. Radevormwald. WTD 11/24/65.

## 228 Yarn, thread mills

★★ **SINGAPORE—Trade Mission**

Wool yarn for knitting. S. S. Mubaruk & Brothers Ltd. (wholesaler, retailer), 63 Bras Basah Rd., Singapore 7. WTD in preparation. TM 68.

**SWEDEN**—Synthetic yarns for manufacturing curtains, draperies; spun nylon yarn for manufacturing furniture textiles. AB Marks Jacquardvaveri (importer, exporter, manufacturer), Bjorketorp. WTD 12/15/65.

## 230 Apparel

**CANADA**—Men's clothing, all kinds, including knit outerwear and sports clothing; men's underwear. Les Importations Gemini Imports, 1405 Iberville St., Montreal 24, P.Q., Canada. WTD 12/22/65.

**MALAWI**—Men's secondhand outerwear: suits; pants; jeans; rainwear; topcoats; jackets, including sport jackets. Direct purchase and agency. Bath Agencies (manufacturers' representative), P.O. Box 330, Blantyre. WTD in preparation.

## 232 Men's, youths', boys' furnishings

**NETHERLANDS ANTILLES**—High quality work clothing. Oranjestad Agencies, 19 Fahrenheitstraat, Oranjestad, Aruba. WTD 7/10/64.

**SWEDEN**—Men's clothing such as sweaters, cardigans, sports vests, shirts, robes, ties, suspenders, socks; direct purchase and agency. Motala Agenturfirma Dahlquist & Co. (importer, sales agent), Medivigatan 14, Motala. WTD 11/30/65.

## 233 Women's, misses', juniors' outerwear

★★ **SINGAPORE—Trade Mission**

Cocktail dresses, $40 and up. Vanity (importer, retailer), 32 Raffles Place, Singapore 1. WTD in preparation. TM 7.

## 236 Girls', children's, infants' outerwear

★★ **SINGAPORE—Trade Mission**

Children's dresses. The Cycle & Carriage Co. (M) Ltd. (importer), 41/43 Orchard Rd., Singapore 9. WTD in preparation. TM 58.

## 239 Fabricated textile products

**AUSTRALIA**—Fabricated textile products such as embroideries, lace nets, handkerchiefs. William A. Smith (Aust.) Pty. Ltd. (importer, wholesaler), Yoffa House, 187 Flinders Lane, Melbourne, Victoria. WTD 10/29/65.

**GERMANY**—Draperies, cotton, linen or synthetic; cif European ports; requests replies in German. H. Georg Hosse (manufacturer), Barmenmusterkartenfabrik, 49 Alte Landstr. Radevormwald. WTD 11/24/65.

## 242 Sawmills, planing mills

**FRANCE**—Coniferous woods for construction; requests replies in French. Pierre Gage & Cie (importer, wholesaler), 88, Grande Rue, 93 Villemonble. WTD in preparation.

**JAPAN**—Roughly squared alder for use in manufacturing toy pianos. Prices cif Nagoya. Inoue Gakki Co., Ltd. (manufacturer), 44, 6-chome, Yada-cho, Higashi-ku, Nagoya. WTD in preparation.

**PERU**—Oregon pine. Requests replies in Spanish. Fortunato C. Flores, "Aserradero Nacional" (importer, retailer, wholesaler), Buenaventura Aguirre 580, Barranco, Lima. WTD in preparation.

## 243 Millwork, veneer, plywood, prefabricated structural wood products

★★ **HONG KONG—Trade Mission**

Decorative plywood. Jardine Matheson & Co. Ltd. (importer, wholesaler), Jardine House, Hong Kong. WTD 2/8/65. TM 85.

## 244 Wooden containers

● **IRAQ**—2,500,000 wooden boxes for date packing; 100 tons iron hoops; 10 million sheets of waxed kraft paper; 30 million sheets of printed cellophane paper in various designs in four colors; 15 tons of methyl bromide; 250 drums chlorasol, each containing 610 lb. Bid deadline Jan. 31. Iraq Date Trading Co., Basra.★ (Telephone: 202-WO 7-3964).

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## 251 Household furniture

**GERMANY**—Garden furniture; children's furniture. Direct purchase and agency. Erbacher, Heinrich Hammer K.G. (manufacturer, exporter, importer), 7904 Erbach/Wuerttemberg, Postfach 20. WTD 12/29/65.

## 252 Office furniture

**SWEDEN**—Office supplies and equipment including file cabinets, folders, stationery. Colling's System-Arkiv AB (importer, wholesaler, manufacturer), Stamgatan 87, Alvsjo. WTD 12/14/65.

## 254 Partitions, shelving, lockers, office, store fixtures

**PERU**—Display cases and other fixtures for supermarkets. Requests replies in Spanish. Organizadora y Administradora de Mercados S.A. (supermarket), Dos de Mayo 820, Tacna. WTD in preparation.

## 260 Paper products

★★ **HONG KONG—Trade Mission**

Acoustical ceiling tile. Jardine Matheson & Co. Ltd. (importer, wholesaler), Jardine House, Hong Kong. WTD 2/8/65. TM 84.

## 262 Paper mills, products

**ENGLAND**—Trailer blade coated printing paper suitable for printing by all processes, but especially heat-set, web-fed offset, all substances; direct purchase and agency. William C. Hamilton Ltd. (sales agent), 24 Ludgate Hill, London, E.C.4. WTD 12/14/65.

● **IRAN**—650 tons colored papers, basis weight 110 grs per square meter in bobbins, core dia. of 150 mm, including: 250 tons red in bobbin widths of 589 mm; 150 tons blue and 250 tons yellow in bobbin widths of 492 mm. Bid deadline March 9. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

● 300 tons kraft paper in sheets, basis weight of 50 grs per square meter, including 100 tons 40 x 42 cms and 200 tons 35 x 50 cms in reams of 500 sheets. Bid deadline March 14. The Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

## 263 Paperboard mills, products

**ENGLAND**—Bleached kraft paper, full thickness range. Direct purchase and agency. Sample available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. William C. Hamilton Ltd. (sales agent), 24 Ludgate Hill, London, EC.4. WTD 12/14/65.

★★ **HONG KONG—Trade Mission**

Paperboard and cardboard for color printed boxes; finer, more exclusive type board and embossed paper. Union Paper Box & Printing Press Factory (manufacturer), 14 Tai Yau St., Sanpokong, Kln. H.K.

● **IRAN**—420 tons cardboard in sheets including 200 tons duplex board 50 x 72 cms and 20 tons duplex board 50 x 100 cms, all with 425 gms basis weight per square meter, 58 to 62 mm thickness; 200 tons cardboard sheets one side glazed and one side white, 43 x 62 cms, with basis weight 270 to 280 gms per sq. meter, 30 to 32 mm. thickness. Bid deadline March 12. The Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

## 264 Converted paper, paperboard products

**GERMANY**—Wallpaper, all kinds, cif Euro-

pean ports; requests replies in German. H. Georg Hosse (manufacturer), Barmermusterkartenfabrik, 49 Alte Landstr. Radevormwald. WTD 11/24/65.

**★★ HONG KONG—Trade Mission**

Pressure sensitive masking tapes. R. E. Dietz Co., Ltd. (manufacturer, exporter), G.P.O. Box 220, Hong Kong. WTD in preparation. TM 20.

**PERU**—Masking tape, all types. Direct purchase and agency. Luis Medina Lorona (importer, retailer, wholesaler), Av. Petit Thouars 2425, Lince, Lima. WTD in preparation.

## 265 Paperboard containers, boxes

**ENGLAND**—Bleached sulphate food board for meat trays. Direct purchase and agency. William C. Hamilton Ltd. (sales agent), 24 Ludgate Hill, London, E.C.4. WTD 12/14/65.

## 266 Building paper, building board mills

**BELGIUM**—Materials for acoustical ceilings and false ceilings. Direct purchase or agency for Belgium. S.A. des Etablissements Wanner (importer, exporter, wholesaler, manufacturer), 26-28 Rue de Bassins, Anderlecht. WTD 12/14/65.

**★★ MALAYSIA—Trade Mission**

Insulated wall panels. Bells Asbestos & Engineering (Malaya) Ltd. (importer), P.O. Box 42, Petaling Jaya, Kuala Lumpur. WTD in preparation. TM 15.

## 273 Books

**GREECE**—Books and periodicals of scientific content. Panayotis N. Kallitsas & Co., Books Agency (importer, retailer, exporter), 11 Voukourestiou St., Athens 134. WTD 12/28/64.

**★★ SINGAPORE—Trade Mission**

Children's story books (not text books) for children ages 7-14. Beacon Publications (wholesaler), 154 Owen Rd., Singapore 8. WTD in preparation. TM 62.

## 275 Commercial printing

**GERMANY**—Patterns, paper or cardboard, used for designing wallpaper; cif European ports; requests replies in German. H. Georg Hosse (manufacturer), Barmermusterkartenfabrik, 49 Alte Landstr. Radevormwald. WTD 11/24/65.

## 277 Greeting card manufacturing

**★★ SINGAPORE—Trade Mission**

Greeting cards. S.S. Mubaruk & Brothers Ltd. (wholesaler, retailer), 63 Bras Basah Rd., Singapore 7. WTD in preparation. TM 69.

## 280 Chemicals

**★★ SINGAPORE—Trade Mission**

Laboratory chemicals, especially inorganic and organic chemicals, reagents, stains. Malayan Chemical & Pharmaceutical Industries Ltd. (importer, exporter, wholesaler), 711 East Coast Rd., Singapore 15. WTD 6/30/64. TM 26.

## 281 Industrial chemicals

● **CEYLON**—Soda ash, 2,500 l.t., 98-100% sodium carbonate or 56 to 58.5% of sodium oxide ($Na_2O$), sodium bicarbonate content should be less than 0.5%, iron as $Fe_2O_3$ less than 0.1%. Schedule delivery, 500 tons for immediate shipment and 500 tons for April, June, Aug., Oct. Package in new jute bags. Price quotations cif Colombo. Bid deadline Jan. 31. The Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo.★ (Telephone: 202-WO 7-3465).

**ETHIOPIA**—Sodium silicate; caustic soda; synthetic and natural pigments and chemicals for paint industry. J. K. Vyas, Manager, Tigrai Agricultural and Industrial Development Share Co. Ltd., Makale. WTD 10/23/65.

**PERU**—Chemicals for construction, mining, fertilizer, plastics industries; direct purchase and agency. Charles R. Collin (importer, agent), Aptdo. 2775, Lima. WTD in preparation.

**PHILIPPINES**—Reagent chemicals. Direct purchase and agency. Lee Peng Tuan, Manager, Edwardson's Experimental Supply (importer, wholesaler, indenter), Rm. R, 2nd Floor, 924 O'Donnell, Box 2387, Manila. WTD 5/14/65.

**SWEDEN**—Industrial chemicals all kinds; direct purchase and agency. Kemi-Intressen AB (importer, exporter, wholesaler, sales agent), Jakobstorg 3, Stockholm. WTD 7/14/65.

Chemicals and raw materials such as pharmaceutical substances, chemicals for tannery and textile industries, etc.; direct purchase and agency. AB G. Brandt & Co. (importer, exporter, wholesaler, sales agent), Birger Jarlsgatan 37, Stockholm. WTD 4/2/65.

**TAIWAN**—Industrial chemicals, especially chemicals for rubber, plastics and paints industries. Direct purchase, exclusive distributorship. Tong Fong Trading Co., Ltd. (importer), P.O. Box 22403, Taipei. WTD 7/28/65.

## 282 Synthetic materials

**ENGLAND**—Polystyrene or other plastic film, having good dielectric constant, in thicknesses .00023" to .001". Direct purchase and agency. Sample of type film desired available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. William C. Hamilton Ltd. (sales agent), 24 Ludgate Hill, London, E.C.4. WTD 12/14/65.

**★★ HONG KONG—Trade Mission**

Polyethylene film scrap, clean and unused; substandard virgin polyethylene; substandards in polyurathane, polypropeline. Dodwell & Co. Ltd. (importer, exporter, wholesaler), Hongkong & Shanghai Bank Bldg., P.O. Box 36. Hong Kong. WTD in preparation. TM 35.

Polyethylene scrap, pellets. Dennis Trading Co. (importer), 1010 Ka Wah Bank, Hong Kong. WTD in preparation. TM 67.

Polystyrene moulding compounds, 5 to 6 million lb./month or 60 million lb. annually. Jardine Matheson & Co., Ltd. (importer, exporter, wholesaler, retailer), Jardine House, Hong Kong. WTD 2/8/65. TM 94.

**SPAIN**—Low density polyethylene resin; monthly requirements 130 tons. Requests replies in Spanish. General de Plasticos Vascos, S.A. (importer, manufacturer, wholesaler), Camino de Escurce 55, Bilbao. WTD 12/22/65.

**SWEDEN**—Plastics products; raw material and semi-finished products such as acrylic masses and compression moulding compounds, etc.; direct purchase and agency. AB G. Brandt & Co. (importer, exporter, wholesaler, sales agent), Birger Jarlsgatan 37, Stockholm. WTD 4/2/65.

## 283 Drugs

**FRANCE**—Agar-agar (substitute for gelatin, used in industrial pork-butchery); requests replies in French; direct purchase and agency. Societe Bretonne de Produits Chimiques et Pharmaceutiques SOBREP (importer, dealer), 24 Rue Murillo, Paris. WTD in preparation.

● **IRAQ**—Liquid paraffin B.P. for internal use, 15,000 kg. in 1 kg. tins; paraffin molle flavaum (yellow petroleum jelly) B.P., 60,000 kg.; paraffin molle album (white) B.P., 10,000 kg. Tender No. 50/65, bid deadline Jan. 30. Directorate General of Medical Supplies, Ministry of Health, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

**★★ SINGAPORE—Trade Mission**

Pharmaceuticals. The Federal Dispensary Ltd. (importer, exporter, wholesaler, retailer), Raffles Place, Singapore 1. WTD in preparation. TM 2.

**SWEDEN**—Pharmaceuticals, allied products; veterinarian products; direct purchase and agency. Kemi-Intressen AB (importer, exporter, wholesaler, sales agent), Jakobstorg 3, Stockholm. WTD 7/14/65.

Miscellaneous pharmaceutical drugs such as diuretics, chemotherapeutics, steroids; direct purchase and agency. AB Famaco (importer, wholesaler, manufacturer, sales agent), Sjovikbacken 19. Stockholm. WTD 12/1/65.

**YEMEN ARAB REPUBLIC**—Pharmaceutical preparations, medicinal chemicals. Direct purchase and agency. Requests air mail replies with literature and prices. Yemen Drug Co. (for Commerce and the Pharmaceutical Industry), (importer, wholesaler, sales agent), P.O. Box 40, Sanaa. WTD 12/14/65.

## 284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

**FRANCE**—Rug cleaning shampoo. Direct purchase and agency. Emile Jean Roguet, Impasse Coteau, 23 "La Griotte," 01 Crepieux-la-Pape. WTD 12/23/65.

**GERMANY**—Perfumes, Eau de Cologne, Eau de Toilette, hair tonic, hair ornaments, cosmetic articles. Requests price quotations cif European ports. A. Moras & Comp. (importer, wholesaler, manufacturer, exporter), Kosmetische Erzeugnisse, 5 Alfred-Nobel-Strasse, 502 Frechen 1. WTD 12/17/65.

**★★ SINGAPORE—Trade Mission**

Cosmetics, toilet preparations, all kinds. The Federal Dispensary Ltd. (importer, exporter, wholesaler, retailer), Raffles Place, Singapore 1. WTD in preparation. TM 3.

## 285 Paints, varnishes, lacquers

**GERMANY**—Paints, varnishes, lacquers, all kinds for industrial product finishes, automobiles, building industry—doors, windows, floors, etc.; cif European ports; requests replies in German. Heinrich Prinzenberg Sohn KG (retailer, wholesaler, importer), 21-23 Saumstr. 415 Krefeld. WTD 11/29/65.

**★★ HONG KONG—Trade Mission**

Rust inhibiting paints. R. E. Dietz Co. Ltd. (manufacturer, exporter), G.P.O. Box 220, Hong Kong. WTD in preparation. TM 19.

**IRAQ**—Raw materials for paint and varnish industry. Dairani Office (manufacturer), Kifah St., Nafoura Square, Near the Granada Cinema, Baghdad. WTD 12/18/65.

## 286 Gum, wood chemicals

**FRANCE**—Hardwood tar for manufacture of smoked flavorings used in pork-butchery; requests replies in French; direct purchase and agency. Societe Bretonne de Produits Chim-

iques et Pharmaceutiques "SOBREP" (importer, dealer), 24, Rue Murillo, Paris. WTD in preparation.

### 287 Agricultural chemicals

**JAPAN**—Insecticides. King Trading Co., Ltd. (importer and exporter), Isogami-dori 4-chome, Fukiai Ku, Kobe. WTD 11/2/65.

● **MALAYSIA**—1 (i) Granulated fertilizer grade 15-15-6-4 MgO, 750 metric tons or (ii) fertilizer of RRIM. Mixture 'M' and MgO type, grade 8.8-16.2-3.0-2.1 MgO 2. Phosphate Rock, 36 to 38% $P_2O_5$, 200 tons. All fertilizer packed in 25 kilo or ½ cwt bags. Tenders may be made for one or both types of fertilizers, quoting type of packing and cif price in Malaysian dollars (U.S. $1 = approx. M $3.03). Bid deadline Jan. 31. Correspondence preferred in English. Chief Rubber Planting Officer, P.O. Box 361, Jesselton, Sabah.

**NEW ZEALAND**—Fertilizer raw materials, including trace elements, i.e. sodium molybdate, cobalt sulphate or sulphate of iron. W. M. Scollay & Co. Ltd. (importer, exporter, manufacturer's representative), P.O. Box 2377, Wellington. Attn: Mr. Boris Carone. WTD 11/29/65.

### 289 Chemical products

**PAKISTAN**—Dehydrated transformer oil or plastic bitumen capable of holding 16,000 volts, for use in manufacture of ignition oils. Paramount Electric Co. (importing distributor, manufacturer), 19 Brandreth Rd., Lahore. WTD 12/29/65.

★★ **SINGAPORE—Trade Mission**

Adhesives for shoe manufacturing. Asia Store. (manufacturer), 117 North Bridge Rd., Singapore 6. WTD in preparation. TM 38.

### 299 Products of petroleum, coal

**PERU**—Brake fluid, for automobiles and trucks, in one-pint size cans. Direct purchase and agency. Requests replies in Spanish. Manuel Espinoza Portocarrero (service station operator), Av. Peru 1335-10, Pueblo Libre, Lima. WTD in preparation.

### 306 Fabricated rubber products

● **CEYLON**—Surgeons' gloves, 120,500 pairs, sizes 5 to 7½. Bid deadline March 8. The Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3381). Tender documents also available from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008, Ref. No. 227.

### 307 Plastic products

**GERMANY**—Floor coverings, vinyl sheet, vinyl tile and any type of plastic floor coverings new to the market; cif European ports; requests replies in German. Heinrich Prinzenberg Sohn KG (retailer, wholesaler, importer), 21-23 Saumstr. 415 Krefeld. WTD 11/29/65.

**GREECE**—Plastic flower-pot covers for decoration purposes. Requests replies with competitive price quotations. Direct export and/or agency. Athanase Politis (sales agent), Ermou & Fokionos 8 Sts., Athens 126. WTD 5/10/65.

★★ **MALAYSIA—Trade Mission**

Floor tiles, vinyl, asbestos, rubber. Bells Asbestos & Engineering (Malaya) Ltd. (importer), P.O. Box 42, Petaling Jaya, Kuala Lumpur. WTD in preparation. TM 14.

### 311 Leather tanning, finishing

★★ **HONG KONG—Trade Mission**

Rawhide and buckskin leather for manufacturing industrial gloves. Trans Pacific Mutual (H.K.) Ltd. (importer, exporter), 403 Manson House, Kowloon, Hong Kong. WTD 5/26/64. TM 34.

### 314 Footwear

★★ **HONG KONG—Trade Mission**

Men's leather shoes, price range $5 to $10 wholesale; branded line preferred. L. E. Tels & Co. Trading Society (importer, exporter), 9th Floor, United Chinese Bank Bldg., Hong Kong. WTD 8/20/64. TM 1.

### 322 Glass, glassware

**AUSTRALIA**—Decorative glassware for home use. Direct purchase and agency. J. D. Adams & Co. (manufacturers' agent, distributor), 106 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

★★ **MALAYSIA—Trade Mission**

Fiberglass, all forms. Bells Asbestos & Engineering (Malaya) Ltd. (importer), P.O. Box 42, Petaling Jaya, Kuala Lumpur. WTD in preparation. TM 13.

**PHILIPPINES**—Laboratory glassware. Direct purchase and agency. Lee Peng Tuan, Manager, Edwardson's Experimental Supply (importer, wholesaler, indenter), Rm. R, 2nd Floor, 924 O'Donnell, Box 2387, Manila. WTD 5/14/65.

### 326 Pottery, related products

**AUSTRALIA**—Decorative chinaware for home use. Direct purchase and agency. J. D. Adams & Co. (manufacturers' agent, distributor), 106 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

**BELGIUM**—Hotel, restaurant, home kitchen tableware. Dupont-Fourdrigniers N.V. (importer, exporter, wholesaler, retailer), 13 Terninckstraat, Antwerp. WTD 12/22/65.

**FRANCE**—Chinaware: dishes, platters; direct purchase and agency. Alfred Dolhats (importer, dealer), 78 Rue La Fayette, Paris, IXeme. WTD 7/29/64.

**PAKISTAN**—Bathroom porcelain fittings and accessories. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

### 329 Abrasive, asbestos, nonmetallic mineral products

**AUSTRALIA**—Sandpaper and low-priced glass paper for orbital and rotary sanders. Direct purchase and agency. Peter Turnbull (Machinery) Pty. Ltd. (importer, exporter, wholesaler), 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

Acoustical ceiling tiles; associated components. Direct purchase and agency. Mr. Valentine, Bowsers Applications Pty. Ltd., National Bank Chambers, 180 Queen St., Brisbane, Queensland. WTD 11/2/64.

### 331 Steel mill products

**ETHIOPIA**—Galvanized iron sheets; tin plate. J. K. Vyas, Manager, Tigrai Agricultural and Industrial Development Share Co. Ltd., Makale, Ethiopia. WTD 10/23/65.

★★ **HONG KONG—Trade Mission**

Structural steel bars; tinplate waste for remanufacturing. Jardine Matheson & Co. Ltd. (importer, wholesaler), Jardine House, Hong Kong. WTD 2/8/65. TM 83.

Steel wire suitable for manufacturing ⅛" to 1½" wire ropes. Hong Kong Steel Ropes, Ltd. (importer, manufacturer, exporter), 20 Tung Man St., Hong Kong. WTD under revision. TM 25.

**PAKISTAN**—Mild steel black pipes, 4" to 6" dia., 20 ft. lengths, 1000 tons; galvanized iron pipes, 4" to 6" dia., 20 ft. lengths, 1000 tons; silicon steel sheets, 24 gauge, 1000 tons; magnet wire 14 to 44 gauge, 200 tons; for use in manufacture of ignition coils. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

Spring steel sheets, 20 to 24 gauge; 1000 tons. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**THAILAND**—Electrolytic tinplate waste, waste grade; 100 tons per shipment. Requests prices cif Bangkok. Kiang Hua R.O.P. (importer, exporter, manufacturer), 548-552 Siphya Rd., Bangkok. WTD in preparation.

### 332 Iron, steel foundries

● **GUATEMALA**—Deadline extended from Dec. 20, 1965 to Feb. 9 for supply of pressure pipe, fittings, accessories and valves for use in Hincapie River-Plant El Cambray water supply project, Tender No. 8-65. Write in Spanish to Secretaria Municipal, Municipalidad de Guatemala, Palacie Municipal, Guatemala City. (INTERNATIONAL COMMERCE, Dec. 6, 1965, p. 31).

★★ **HONG KONG—Trade Mission**

Scrap steel, from West coast. Tong Seng Co. (importer, exporter), 336 Wang Hing Bldg., Hong Kong. WTD in preparation. TM 93.

### 333 Primary smelting, refining of nonferrous metals

**AUSTRIA**—Electrolytic copper (billets, cakes, cathodes); about 50-200 tons monthly. Enzesfeld-Caro Metallwerke A.G. (manufacturer, importer), 2551 Enzesfeld a.d. Triesting, Lower Austria. WTD 12/15/65.

● **INDIA**—26.5 metric tons tin ingot grade Sn-99.75 (99.75 purity) to IS26/1956. Tender No. P/SR5/503/25/154, bid deadline 10 a.m. Feb. 16. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission, (Ref. No. D/ENQ/1947), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

### 335 Rolling, drawing, extruding of nonferrous metals

● **CANADA**—Supply of 18.6 miles of underwater cable for B.C. Hydro's direct current submarine power connection from the Mainland and Vancouver Island. Tender No. CQ-2057, bid deadline Feb. 22. Tender documents available from British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

● **CEYLON**—Supply of following materials for Stage 1 Contract No. 7 of the Maskeliya Oya Project: 250 miles of 33 kv and 11 kv distribution spur lines and 500 sub-stations; 40 sub-stations in Colombo and 11 kv cables. Bid deadline Feb. 8. Interested firms should communicate with the Ceylon Embassy (Ref. No. 115), 2148 Wyoming Ave. NW., Washington, D.C. for necessary specifications. Tender documents will be issued up to Jan. 28 upon payment of $42.

● **INDIA**—Supply of 2,108,043 ft. of PVC wires and cables. Tender No. PES71972/A/SPC, bid deadline Jan. 31. Tender documents available for a nonrefundable fee of $2.10, from

Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore 16.

● **IRAN**—Supply of protodur type NYY underground plastic cable, low pressure, various dimensions and quantities; armoured oiled underground cable, German type, various dimensions and quantities. Bid deadline Feb. 13. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-2131).

● **IRAQ**—Supply of 32,810 ft. of underground L.T. plastic insulated cable, 4 x 25 sq. mm., 4 cores suitable for use on grounded 3 phase, 1,000 v. 50 c/s supply. Tender No. 35-65 (134/B/65), bid deadline Feb. 10. Terms and specifications available for $2.80 per set plus 70¢ to cover airmail charges to the U.S. from Directorate General, National Electricity Administration, Ministry of Industry, Baghdad.

● **SYRIA**—Supply of cables, ducts, junction boxes, cabinets for 3 new telephone exchanges in Damascus and 2 in Aleppo. Bidders expected to provide materials, plan and supervise installation. Bid deadline Jan. 31. The Syrian Post & Telecommunications Establishment, Hedjaz Ave., Damascus. Translation of terms and conditions available.★ (Telephone: 202-WO 7-2131).

## 336 Nonferrous foundries

**★★ HONG KONG—Trade Mission**

Propellers, bronze, for all types of boats and ships. Ekman & Co. Ltd. (importer, exporter, sales agent), 10th Floor, Union House, Hong Kong. WTD 12/23/64.

**★★ SINGAPORE—Trade Mission**

Pots, pans, other houseware items. S.S. Mubaruk & Brothers Ltd. (wholesaler, retailer), 63 Bras Basah Rd., Singapore 7. WTD in preparation. TM 70.

## 342 Cutlery, hand tools

**FRANCE**—Stainless steel cutlery; all kinds; direct purchase and agency. Alfred Dolhats (importer, dealer), 78, Rue La Fayette, Paris, 9. WTD 7/29/64.

General hardware, furniture and builders' hardware, hardware for home use, small tools, related lines, including household items usually sold in hardware retail shops. Direct purchase; potential agents for France or section thereof. Requests replies in French. Societe Generale de Quincaillerie (wholesale dealers), 397 Route de Saint-Simon, 31 Toulouse, Haute-Garonne. WTD 12/23/65.

**★★ HONG KONG—Trade Mission**

Door hardware, such as locks, hinges, door closing devices. Ziang Kong Co., Ltd. (manufacturer, importer, exporter, wholesaler), 333 Man Yee Bldg., Hong Kong. WTD in preparation. TM 56.

**PAKISTAN**—Building hardware, door hinges, locks, ornamental handles, etc. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**SPAIN**—Hardware products in general; cif Spanish port prices must be competitive with European prices. Also interested in being appointed exclusive agent. Enrique Gonzalez Jimenez (importer, agent), Velazquez 69, Madrid (6). WTD 12/13/65.

## 343 Heating apparatus, plumbing fixtures

**★★ HONG KONG—Trade Mission**

Plumbing fixtures. Union Metal Works Ltd. (manufacturer), 1933-1936 Union House, Hong Kong. WTD 9/29/64. TM 87.

## 344 Fabricated structural metal products

● **CEYLON**—Aluminum alloy window screens and frames; total 1,460 window screens in 3 different lengths; total 7,315 sliding windows in 2 styles; 680 sliding windows, off-side, front corner aluminum frame. Bid deadline Jan. 26, File No. S/GT/418/66. Secretary, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-967-3601).

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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**★★ HONG KONG—Trade Mission**

Prefabricated scaffolding, steel and/or aluminum. Jardine Matheson & Co. Ltd. (importer, wholesaler), Jardine House, Hong Kong. WTD 2/8/65. TM 82.

**TRINIDAD, W.I.**—Knocked-down pressure tanks, processing and storage vessels, ready for welding on site. Direct purchase and agency. Linton Mark Contractors Ltd. (wholesaler, retailer, agent), 97A Circular Rd., San Fernando. WTD in preparation.

## 346 Metal stampings

**FRANCE**—Kitchen utensils, household utensils, non-electrical; direct purchase and agency. Alfred Dolhats (importer, dealer), 78, Rue La Fayette, Paris, IXeme. WTD 7/29/64.

## 348 Fabricated wire products

**★★ HONG KONG—Trade Mission**

Scrap wire and rods, 2-3 ft. long. 50-60 millimeters. Sue Fong Yuk Kee Metal Co. (importer, exporter, wholesaler, retailer), 339A Prince Edward Rd., Kowloon, Hong Kong. WTD in preparation. TM 51.

## 351 Engines, turbines

**FINLAND**—Engines for fire pumps, 2 or 4 stroke, 20 to 30 hp. Requests full details, delivery dates, prices. E. Virta & Co. (importer, manufacturer, wholesaler), Linnankatu 3, Turku. WTD 5/28/65.

**FRANCE**—Spare parts for Chrysler industrial motors. Societe Francaise & Americaine d'Automobiles (importer, dealer), 15-17, Rue de Dantzig, Paris, 15. WTD 2/1/65.

**GREECE**—Engines, gasoline, 2-cycle with 100 c.c. piston displacement and 4-cycle up to 180 c.c. piston displacement. Direct export and exclusive distributorship. George A. Makris (importer, wholesaler, distributor), 30 Petraki St., Athens 126. WTD 3/1/65.

**PAKISTAN**—Engines, gasoline, kerosene, diesel; fractional to 5 hp. Paramount Electric Co. (importing distributor, manufacturer), 19 Brandreth Rd., Lahore. WTD 12/29/65.

## 353 Construction, mining, materials handling machinery

● **BURMA**—3 complete sets of diesel pile driving equipment including "A" frame and leads; gross shipping weight of hammers about 7,650 lb. each; 2 complete sets of diesel pile driving equipment including "A" frame and leads; gross shipping weight of hammers about 3,420 lb. each. Maintenance-repair parts for 2 years' operation for each of above sets. Tender No. P.III(T)MCY-OWC/(65-66), bid deadline Feb. 21. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

**★★ MALAYSIA—Trade Mission**

Spare parts for earth moving construction equipment, principally tracks, cutting edges and teeth. Euco Engineers Ltd. (importer, wholesaler, retailer), Lee Wah Bank Bldg., Market Square, Kuala Lumpur. WTD in preparation. TM 6.

**PERU**—Concrete mixers, 11 to 17 cubic ft. capacity; concrete vibrators, gas powered with flexible axis, requests replies in Spanish. Constructora "Antorsa" S.A. (contractor), A. Miro Quesada 247, of. 301, Lima. WTD in preparation.

**★★ SINGAPORE—Trade Mission**

Forklift trucks. Paterson, Simons & Co., (Malaysia) Ltd. (importer, exporter, wholesaler), Maritime Bldg., Collyer Quay, P.O. Box 897, Singapore 1. WTD in preparation. TM 17.

**SPAIN**—Excavators with shovels of over 4 cubic meters capacity; also dumpers of over 40 tons. Equipment offered must be new. Also interested in being appointed exclusive agent. Ofirex, S.A. (importer, agent), Arapiles 14, Madrid (15). WTD 8/6/64.

**THAILAND**—Trench roller, diesel engine type, 30-50 hp., 2,000-3,000 r.p.m. Direct purchase or agency. Requests quotations, catalogs, pertinent details. Bara Windsor & Co., Ltd. (importer, distributor, sales agent), 164-176 Chakrapetch Rd., Bangkok. WTD 12/11/65.

## 354 Metalworking machinery

**FINLAND**—Machine tools. Requests full details, prices, terms. Direct purchase or agency. Suomen Koneliike Oy (importer, agent, wholesaler), Vattuniemenkatu 27, Helsinki 20. WTD 9/30/65.

**GERMANY**—Machine tools, "do it yourself," all kinds, mechanical and electrical. Firm seeks exclusive import rights; cif European ports. H. Pusch & Comp., mbH (wholesaler, manufacturer, importer), 46 Jaegerstr. Hagen/Westf. WTD 12/6/65.

**★★ HONG KONG—Trade Mission**

Foundry equipment. Colviko Far Eastern Co. (importer, exporter, agent), 1104 Takshing House, Hong Kong. WTD in preparation. TM 48.

● **INDIA**—Chain welding machine for electrically welding chains with side closing, capable of removing burrs in gauge 15/64"-33/64" wire; capacity 25-15 chain links per minute. Tender No. 107/81/807/16-11-65/VIII, bid deadline Jan. 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Fee $2.10 each (payable in advance), Ref. D/ENQ/1939.

**NEW ZEALAND**—One line of hot forging plant equipment for handling maximum diameter of 1¼" and maximum length of 9"; end-use for production of hot forging bolts. One line of hot forging plant equipment for handling maximum diameter of 2¼"; end-use for production of hot forging nuts. Otto G. Kort, Managing Director, O.G. Kort & Co. (engineering consultants), Engineering Con-

sultants), P.O. Box 3426, Wellington. WTD in preparation.

**PERU**—Grinders, surface, fully automatic, for finishing gold articles such as medals, chains, brooches. Machinery to engrave small size lettering on steel, copper, silver, gold. Oro S.A. (retailer, wholesaler, exporter, manufacturer), Av. Venezuela 1571, Lima. WTD in preparation.

**SPAIN**—Interested in purchasing $8,000 worth of carbide tipped drills; cif Spanish port prices must be competitive with European prices. Also interested in being appointed exclusive agent. Enrique Gonzalez Jimenez (importer, agent), Velazquez 69, Madrid (6). WTD 12/13/65.

## 355 Special industry machinery

**BOLIVIA**—Machinery for stamping advertising legends on plastic ball-point pen barrels. Needs one or two of these machines with combined capacity of 3,000 to 4,000 engraved pens per day; requests replies in Spanish. Imprenta y Papeleria "H. Cuenca," Casilla 186, Cochabamba. WTD 12/15/65.

Machinery for manufacture of plastic briefcases, with or without zipper closing. Machine capacity should be 500-1000 briefcases per day. Also interested in source of plastic to make these cases; requests replies in Spanish. Imprenta y Papeleria "H. Cuenca," Casilla 186, Cochabamba. WTD 12/15/65.

**FRANCE**—Hot-stamping presses, branding and marking machines, automatic, light and medium duty, for footwear industry. Small power tools and modern devices for shoe manufacturers and repairers, preferably 'technical' novelties not currently known in France. Direct purchase and agency. Catalogs and price lists requested. American Supply Corp. (importing jobbers, sales agents), 10 Blvd. Antoine-Gautier, 33 Bordeaux, Gironde. WTD 10/29/65.

**★★ HONG KONG—Trade Mission**

Complete set of machinery to make wood screws up to 4″ in length; requests replies from manufacturers only. South Textile, Ltd. (importer, exporter, manufacturer, wholesaler), 515 Edinburgh House, Hong Kong. WTD under revision. TM 29.

Automatic printing machine for printing numbers on metal tape measures up to one meter long; automatic painting machine for steel tape measures up to 1″ wide, 36″ long; stamping or cutting machine for manufacture of plastic mats and doilies. Johnson Manufacturing Co. (manufacturer), 102 Portland House, 10th Floor, 41 Matawi Rd., Kowloon, Hong Kong. WTD in preparation. TM 49.

New machinery for manufacture of good quality knit woolen wear. Ziang Kong Co., Ltd. (manufacturer, importer, exporter, wholesaler), 333 Man Yee Bldg., Hong Kong. WTD in preparation. TM 57.

**IRAQ**—One clinker dryer with 25 tons capacity for local cement plant: must reduce moisture from 25% to 3-5%. Nasri F. Salti (importer, exporter, agent), Pachachi Bldg., South Gate, Baghdad. WTD 12/11/65.

Complete sponge rubber factory. National Auto Cool Cushion Factory (private enterprise), 4H/4 233 Sinak, Rashid St., Baghdad. WTD 12/18/65.

Paint and varnish manufacturing machinery, latest models, including grinders, mixers and rollers, for production of 200 U.S. gallons per 8-hour day. Dairani Office (manufacturer), Kifah St., Nafoura Square, Near the Granada Cinema, Baghdad. WTD 12/18/65.

**IVORY COAST**—Machinery for making absorbent cotton. Requests technical advice and information, replies in French. M. Georges Maurice (importer), B.P. 1151, Abidjan. WTD in preparation.

**JAPAN**—Woodworking router, 4-spindle molder, portable and fixed sanders, double end tenoner, automatic milling machines, curtain coater. Catalogues and prices requested. Universal Trading Co., Ltd. (importer, exporter), 70 Ozone-cho, Higashi-ku, Nagoya. WTD 9/8/64.

**PANAMA**—Industrial bakery machinery and equipment. Requests catalogs, prices. Mario Luis Romero, Almacenes Romero, S.A. (importer, wholesaler, retailer), P.O. Box 47-B, David, Chiriqui, R. P. WTD 12/16/65.

**PERU**—Machinery to wash, centrifuge, dry cotton fabrics and rags, with steam, capacity 150 kg./hour; machinery to make typewriter ribbons; machinery and technical assistance to make fluorescent and incandescent tubes and bulbs. Comindustria S.A. (importer, exporter, manufacturer), Aptdo. 132, Lima. WTD in preparation.

Complete soft drink plant, small size. Plant to manufacture bricks. Requests replies in Spanish. Ruben Rondona Coral (retailer), 9 de Diciembre 231, Iquitos. WTD in preparation.

Machinery to make sport trophies, figures; requests prices, catalogs. Replies in Spanish. Jorge Davila Bazan (physical education teacher, drugstore owner), Orbegoso 250, Brena, Lima. WTD in preparation.

Machine to coat metal objects, such as dish racks, with plastic compound. Requests information regarding usable plastic compounds; replies in Spanish. Gustavo Madueno Rosas, Las Dalias 359, Depto. 101, Miraflores, Lima. WTD in preparation.

Machine to make caramel, taffy candies. Requests replies in Spanish. Carlos Medianero Ayudante (retailer, wholesaler), Aptdo. 269, Chiclayo. WTD in preparation.

Machinery to make wood pressboard on small scale; requests technical advice; replies in Spanish. Fortunato C. Flores, "Aserradero Nacional" (importer, retailer, wholesaler), Buenaventura Aguirre 580, Barranco, Lima. WTD in preparation.

Machinery to dehydrate alfalfa capacity one ton per hour. Requests full details, prices, catalogs. Adolfo Cabrera Manzur (alfalfa producer, wholesaler), Contralmirante Villar 338, Miraflores, Lima. WTD in preparation.

Dairy processing equipment; capacity 10,000 liters of milk daily. Requests replies in Spanish. Organizadora y Administradora de Mercados S.A. (supermarket), Dos de Mayo 820, Tacna. WTD in preparation.

**PHILIPPINES**—Complete glass factory—from foundry to machinery. Luis S. Hofilena, President, Pioneer Glass Manufacturing Corp. (processor), 404 Wilson Bldg., Juan Luna St., Manila. WTD 10/3/64.

**★★ SINGAPORE—Trade Mission**

Canning machinery, used; equipment for manufacture of hair preparations and cosmetics; requires technical know-how. Tai Wah Trading Co. (importer), 31 North Canal Rd., Singapore 1. WTD 1/8/65. TM 1.

Machinery for manufacture of cement pipe. Hume Industries (F.E.) Ltd. (manufacturer, importer, exporter, wholesaler), 8½ m.s. Bukit Timah Rd., Singapore 21. WTD 9/28/64. TM 28.

Machinery for making plastic compounds to be used in plastic and wood floor tiles. Moine Comte & Co. (manufacturer), Union Bldg., Singapore. WTD in preparation. TM 37.

**SPAIN**—Hamburger automatic machines for commercial use, up-to-date equipment designed to shape, form, serve rapidly prepared meat products. Also meat patty and frankfurters-molding and serving automatic machines for commercial uses. Catalogues and price lists requested. Machinery offered must be new. Embutidos Dorado (manufacturer, wholesaler, exporter), General Ricardos 79, Madrid (19). WTD 7/20/65.

Meat packing and meat canning machinery; also sausage manufacturing machinery. All machinery offered must be new. Embutidos Dorado (manufacturer, wholesaler, exporter), General Ricardos 79, Madrid (19). WTD 7/20/65.

**SWEDEN**—Ice cream manufacturing machinery; agency and direct purchase. Corohertz Aktiebolag (agent), Fargfabriksgatan 5, Goteborg H. WTD 12/20/65.

Second hand type setting machines, maximum age 1-15 years, with 4 magazine machinery with 90 channel keyboard, trade marked: Intertype or Linotype. AB Maskinskotsel (importer, retailer), Tre Liljor 8, Stockholm VA. WTD 12/14/65.

Packaging machinery and packaging material for vacuum forming plastic foils, films and foam polystyrol, equipped for sealing each packing with plastic film; for paper and for paper in combination with plastic foils and films; for skin pack and bubble pack; for back slopers for dry goods and for liquids to be used in combination with first two items; direct purchase and agency. AB G. Brandt & Co. (importer, exporter, wholesaler, sales agent), Birger Jarlsgatan 37, Stockholm. WTD 4/2/65.

## 356 General industrial machinery

**BAHRAIN**—Machinery for diluting sulphuric acid and packaging it in polyethylene bags for use in filling dry charged batteries. Kavalani and Sons (importer, retailer, wholesaler, exporter), P.O. Box 71, Manama. WTD 8/12/65.

**IRAQ**—Two 6″ slurry pumps for local cement plants. Nasri F. Salti (importer, exporter, agent), Pachachi Bldg., South Gate, Baghdad. WTD 12/11/65.

**PAKISTAN**—Water pumps, up to .95 hp., for domestic use. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**★★ SINGAPORE—Trade Mission**

Air compressors. Paterson, Simons & Co. (Malaysia), Ltd. (importer, exporter, wholesaler), Maritime Bldg., Collyer Quay, P.O. Box 897, Singapore 1. WTD in preparation. TM 16.

**SOUTH AFRICA**—Ball and roller bearings; oil seals; retainers; O-rings; similar products; direct purchase and agency. T. D. Kennedy (Pty.), Ltd. (importer, retailer, manufacturers' representative), P.O. Box 1874, Durban, Natal. WTD 12/14/65.

**THAILAND**—Air compressors, 75-500 cu. ft./min.; quotations f.o.b. and c.i.f.; requests catalogs, pertinent details; direct purchase and agency. Bara Windsor & Co., Ltd. (importer, wholesaler, agent), 164-176 Chakrapetch Rd., Bangkok. WTD 12/11/62.

## 357 Office, computing, accounting machines

**PERU**—Scales, precision, measuring, capacity up to 30 kilos. Direct purchase and agency. Regna del Peru S.A. (importer, representative), Miguel Dasso 167, Of. E, San Isidro, Lima. WTD in preparation.

## 358 Service industry machines

**ENGLAND**—Catering equipment, in particular call-order equipment, counter griddles, fryers, broilers, food warmers, direct purchase and agency. General Catering Equipment Ltd. (importer, sales agent), 26a Albemarle St., London, W.1. WTD 12/15/65.

**FRANCE**—Large air conditioning units for factory and apartment house installations; requests replies in French; direct purchase and agency. Plateaux & Cie (wholesaler), 10 Rue Lazare Carnot, 38 Grenoble. WTD 12/10/65.

Non-electric rug shampooers. Direct purchase and agency. Emile Jean Roguet, Impasse Coteau 23 "La Griotte," 01 Crepieux-la-Pape. WTD 12/23/65.

**GERMANY**—Ice cube makers. Coolers, air-conditioning units, for morgues. Thawing equipment for frozen food. Requests quotations fob New York, replies in German. Paul Sperfeld KG. (importer, wholesaler, distributor), 151 Friedrich-Engels-Allee, 56 Wuppertal-Barmen. WTD 12/29/65.

**★★ HONG KONG—Trade Mission**

Air conditioners. Union Metal Works Ltd. (manufacturer), 1933-1936 Union House, Hong Kong. WTD 9/29/64. TM 89.

Automatic industrial working machinery for washing, extracting, drying, all in one unit. C. Y. Fung & Co. (importer, manufacturer), 1701 Hang Chong Bldg., Hong Kong. WTD in preparation. TM 39.

Vending machines for hot and cold liquids, cigarettes, candies. Direct purchase and distributorship. Ekman & Co. Ltd. (importer, exporter, sales agent), 10th Floor Union House, Hong Kong. WTD 12/23/64. TM 6.

**PERU**—Freezers, refrigerated display cases, for supermarkets. Requests replies in Spanish. Organizadora y Administradora de Mercados S.A. (supermarket), Dos de Mayo 820, Tacna. WTD in preparation.

## 359 Machinery

**PAKISTAN**—Pistons and piston rings for U.S. automotive vehicles; carburetors. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

## 361 Electric transmission, distribution equipment

● **IRAQ**—Supply of five 33/11 kv, 10 mva, 3 phase, 50 cycle transformers. Tender No. 34/65(130/B/65), bid deadline Feb. 5. Directorate General, National Electricity Administration, Ministry of Industry, Baghdad. Copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **NIGERIA**—Five 11,000 v. switchgear panels. Bid deadline Jan. 28. Tender forms and specifications available from the Secretary, Electricity Corporation of Nigeria, Private Mail Bag 2030, Lagos. Documents available on payment of $5.60, not refundable.

● Two power transformers (one 7.5 mva, 33/11 kv and one 1.0 mva, 11/3.3 kv). Bid deadline Jan. 28. Tender forms and specifications available from the Secretary, Electricity Corporation of Nigeria, Private Mail Bag 2030, Lagos. Documents available on payment of $13.97, not refundable.

● Design, supply, installation and commissioning of all equipment necessary for increasing distribution capacity of existing 33 kv transmission system between Aba and Calabar. Bid deadline Jan. 28. Tender forms and specifications available from the Secretary, Electricity Corporation of Nigeria, Headquarters, Private Mail Bag 2030, 24/25 Marina, Lagos. Documents available on payment of $13.97, not refundable.

## 362 Electrical industrial apparatus

**FINLAND**—Welding machines, welding equipment and related materials. Equipment designed to operate on 220 v., 50 cycle, a.c. current preferred. Requests full details, prices, terms. Veljekset Kemppi Oy (manufacturer), Pekanmaki, Lahti. WTD 12/27/65.

**FRANCE**—Spare parts for Chrysler industrial motors. Societe Francaise & Americaine d'Automobiles (importer, dealer), 15-17 Rue de Dantzig, Paris, 15. WTD 2/1/65.

**PAKISTAN**—Diesel generating sets, capacity 30 to 500 watts. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**★★ SINGAPORE—Trade Mission**

Motors, generators, for private, commercial, government, hospital buildings. R. E. Morris & Co., Ltd. (importer), 18 Battery Rd., GPO Box 378, Singapore 1. WTD in preparation. TM 50.

Heavy duty switch gear, cables. R. E. Morris & Co. Ltd. (importer), 18 Battery Rd., GPO Box 378, Singapore 1. WTD in preparation. TM 49.

**THAILAND**—Electric generating sets, diesel and gasoline engine powered, in all sizes. Catalogs and quotations requested. Direct purchase and agency. Charray International Inc., Ltd. (importer, sales agent), 28-30 New Rd., Bangkok. WTD 11/18/65.

## 363 Household appliances

**FRANCE**—Electrical household appliances of all categories, such as refrigerators, air conditioners, washing machines, toasters, mixers, coffee grinders, including new articles not yet sold in France. For operation on a.c., 50 cycles, 110 and 220 volts. Direct purchase and agency. Requests replies in French. Societe Generale de Quincaillerie (wholesalers), 397 Route de Saint-Simon, 31-Toulouse, Haute-Garonne. WTD 12/23/65.

Portable electric rug shampooers. Direct purchase and agency. Emile Jean Roguet, Impasse Coteau, 23 "La Griotte," 01 Crepieux-la-Pape. WTD 12/23/ 65.

**GERMANY**—Small electric and non-electric household appliances of all kinds, especially articles new to the market; cif European ports. Josef Masin (wholesaler, agent, importer, exporter), 86 Eupenerstr., 5 Koeln. WTD 12/17/65.

**★★ HONG KONG—Trade Mission**

Electric air heaters. Union Metal Works, Ltd. (manufacturer), 1933-1936 Union House, Hong Kong. WTD 9/29/64. TM 88.

**SWEDEN**—Electrical components and appliances for household machines and ventilation. Direct purchase and agency. Hassko AB (importer, wholesaler, sales agent), Ejdervagen 2, Segeltorp/Stockholm. WTD 12/1/65.

## 364 Electric lighting, wiring equipment

**GERMANY**—Lighting panel boards and lighting equipment accessories; freightage per agreement. Theodor Mueller & Co. (manufacturer, importer, exporter), Temde Werk, 25 Bahnhofstr., 4930 Detmold. WTD 11/29/65.

**PAKISTAN**—Spark plugs for U.S. automotive vehicles. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore, Pakistan. WTD 12/29/65.

## 365 Radio, television receiving sets

**AUSTRIA**—Television receiving sets, for installation in automobiles. Foto-Kino-Roentgen, Ing. Josef Rosner (importer, retailer), Hessgasse 1, A-1010 Vienna. WTD 12/28/65.

**PAKISTAN**—100 TV sets, 19" and 23" screens, with spare parts. Specifications available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Globe Industrial Stores (importing distributor), 6 Brandreth Rd., Lahore. WTD 8/18/65.

## 366 Communication equipment

● **FRANCE**—Voice frequency carrier telegraph equipment, spare parts. Tender No. 65-27, bid deadline Feb. 28; 48 teletype compatibility units, 48 manuals, spare parts; equipment must be transistorized. Tender No. 65-28, bid deadline Feb. 28. Supreme Headquarters Allied Powers Europe (SHAPE), Purchasing & Contracting Office Communications & Electronics Division, Paris.★ (Telephone: 202-WO 7-4823).

**PERU**—Antennas, television, indoor. Direct purchase and agency. Luis Medina Lorona (importer, retailer, wholesaler), Av. Petit Thourars 2425, Lince, Lima. WTD in preparation.

**THAILAND**—Complete line of communication equipment, including radio and TV broadcasting and telecommunication equipment, telephones, radar and other electronic communication equipment. Catalogs and quotations requested. Direct purchase and agency. Bunyen Sasiratana, Manager, Thai Dan Corp., Ltd. (importer, sales agent), 53 Oriental Ave., Bangkok. WTD in preparation.

Complete line of communication equipment, including telecommunication, broadcasting, telephone system, related electronic equipment. Requests catalogs and quotations. Direct purchase and agency. Charray International Inc., Ltd. (importer, sales agent), 28-30 New Rd., Bangkok. WTD 11/18/65.

## 367 Electronic components, accessories

**ENGLAND**—Electronic or electro-mechanical units or components. Agency and direct purchase. I.D.M. Electronics Ltd. (manufacturer, sales agent), 1 Arkwright Rd., Reading, Berkshire. WTD 3/31/65.

Electronic components for radio, television, guided weapons, miniaturized and others; direct purchase and agency. G.E. Electronics (London), Ltd. (importer, sales agent), Eardley House, 182/4 Campden Hill Rd., Kensington, London, W. 8. WTD 12/6/65.

Ceramic plate capacitors (working voltage 400 v.), 0,01 uF—50,000; 0,005 uF—50.000; 0,05 uF—100,000; electrolyts: 50 uF/12V—150,000; 100 uF/12V 50,000; 300 uF/12V—50,000; 2500 uF/15V—50,000; 100 uF 12/15V—100,000; 10 uF 12/15F—50,000; silicone diodes for voltage of 50 V. and current of 0,5 mA upwards, 50,000; potentiometer: (press switch design), linear 200 Kohm up to Ø23,5—50,000; logarythmic 1 Mohm up to Ø23,5 with switch—50,000; logarythmic 1 Mohm up to Ø23,5 without switch—50,000. Export Advisory Service Ltd., "Littlecroft" (importer, exporter), 43 Draycot Rd., Wanstead, London, E. 11. WTD 12/14/65.

**SWEDEN**—Electronic equipment and auxil-

iaries for civil aviation and marine purposes; direct purchase and agency. AB G. Brandt & Co. (importer, exporter, wholesaler, sales agent), Birger Jarlsgatan 37, Stockholm. WTD 12/15/65.

### 369 Electrical machinery, equipment, supplies

**BRAZIL**—Apparatus for medical treatment and research utilizing radioactive materials; direct purchase and exclusive agency. Atomed Equipamentos Nuclear Ltda. (agent, representative), Avenida Rio Branco 138, 13° andar, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 6/17/65.

● **CEYLON**—Supply of dry cell batteries, 1.5 v., 2¼" x 1¼" in amount of approximately $127,000 (c&f). Tender No. HW/C/IMP, bid deadline Jan. 25. The Co-Operative Wholesale Establishment, P.O. Box 990, 21, Vauxhall St., Colombo.★ (Telephone: 202-WO 7-5345.)

**GERMANY**—Electric measuring instruments and regulating devices; electronic components and accessories for all fields of industry. Requests price quotations cif European ports. Dr. Hanns L. Mennicken (importer, manufacturer, wholesaler), 2-4 Duisbergstrasse or Postfach 7, 5805 Breckerfeld. WTD 12/16/65.

**★★ HONG KONG—Trade Mission**

Battery chargers. Tong Seng Co. (importer, exporter), 336 Wang Hing Bldg., Hong Kong. WTD in preparation. TM 92.

**PAKISTAN**—Ignition apparatus for internal combustion engines; spark plugs for U.S. automotive vehicles. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**SWEDEN**—Electrosurgical apparatus, advanced electronic apparatus for medical and research appliances; agency and direct purchase. Ingenjorsfirman A. Hermansson AB (agent, wholesaler), Grevegatan 38, Malmo SV. WTD 12/21/65.

### 371 Motor vehicles, motor vehicle equipment

**AUSTRALIA**—Full range of automobile instruments and accessories, including speedometers, rev. counters, cables, clocks, fans, air conditioners, wiper blades, wiper motors, fog lamps. Direct purchase and agency. Peter Turnbull (Machinery) Pty. Ltd. (importers, exporters, wholesalers), 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

**CHILE**—Spare parts and accessories of all kinds for Ford A-1928/32 and Ford 60-hp., 1937/40. Schumacher y Cia. Ltda. (importer), Marcel Duhart 2888 (Casilla 9677), Santiago de Chile. WTD 12/6/65.

**FRANCE**—Spare parts for Chrysler engines and Dodge military trucks. Societe Francaise & Americaine d'Automobiles (importer, dealer), 15-17 Rue de Dantzig, Paris, 15. WTD 2/1/65.

**PAKISTAN**—Crankshaft assemblies; brakes; brake parts; oil filters; axles; gear plates; gear boxes, complete. Paramount Electric Co. (manufacturer, importing distributor), 19 Brandreth Rd., Lahore. WTD 12/29/65.

**SPAIN**—Automotive parts and accessories adaptable to European vehicles. Direct purchase. Would consider possibility of exclusive representation. Araya, S.A. (importer, wholesaler), Alameda de Recalde 30, Bilbao. WTD 6/15/65.

**SWEDEN**—Air conditioning units for cars and buses; direct purchase and agency. Gruntes Elektriska AB (importer, sales agent), Krokvagen 27, Huddinge. WTD 11/30/65.

### 372 Aircraft, parts

**GERMANY**—Used, single and light twin aircraft, spare parts for same type of aircraft, cif European ports. Josef Masin (wholesaler, agent, importer, exporter), 86 Eupenerstr., 5 Koeln. WTD 12/17/65.

**NETHERLANDS**—Aircraft parts, aircraft engine parts, accessories, equipment. Direct purchase and/or agency. Mastboom Vliegbedrijf N.V. (importer, wholesaler, retailer, exporter), Rotterdam Airport, Rotterdam. WTD 5/13/65.

### 375 Motorcycles, bicycles, parts

**SOUTH AFRICA**—Motor scooters. Direct purchase and agency. Lewis Stores Ltd. (importing distributor), P.O. Box 43, Woodstock, Cape Province. WTD 10/28/65.

### 381 Engineering, laboratory, scientific, research instruments

**FRANCE**—Engineering, surveying, reproduction equipment, instruments, supplies, principally up-to-date instruments for geodesists. Agency and direct purchase. Universal-Graphic (wholesale dealers), 47 Rue de la Concorde, 31 Toulouse, Haute-Garonne. WTD 11/18/65.

**★★MALAYSIA—Trade Mission**

Laboratory, scientific instruments and equipment, all kinds, for use in schools and colleges. Direct purchase and agency. The Anglo-Thai Corp. Ltd. (importer, wholesaler, retailer), Lee Rubber Bldg., Kuala Lumpur. WTD 6/30/64. TM 12.

**PHILIPPINES**—Laboratory apparatus. Direct purchase and agency. Lee Peng Tuan, Manager, Edwardson's Experimental Supply (importer, wholesaler, indenter), Rm. R, 2nd Floor, 924 O'Donnell, Box 2387, Manila. WTD 5/14/65.

**★★SINGAPORE—Trade Mission**

Scientific and laboratory instruments, for schools and universities. Malayan Chemical & Pharmaceutical Industries Ltd. (importer, exporter, wholesaler), 711 East Coast Rd., Singapore 15. WTD 6/30/64. TM 25.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**AUSTRALIA**—Household and industrial thermometers. Direct purchase and agency. Peter Turnbull (Machinery) Pty. Ltd. (importers, exporters, wholesalers), 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

**ENGLAND**—Specialized chemical and biochemical analytical instrumentation for use by scientists and technologists; direct purchase and agency. D. A. Pitman Ltd. (sales agent), Dr. P. R. Masek, Technical Consultant, 91 Heath Rd., Weybridge, Surrey. WTD 1/15/65.

### 384 Surgical, medical, dental instruments, safety devices

**FRANCE**—Surgical and medical instruments and apparatus: vascular and cardio-vascular; requests replies in French. Etablissements Climo (wholesaler), 40 Rue Thomassin, Lyon 2, Rhone. WTD 7/27/65.

**GERMANY**—Medical and surgical equipment and supplies for several large, modern hospitals to be constructed in Republic of the Philippines. Architect requests replies from suppliers with price quotations. Thomas Eleizegui, c/o Franz Mocken, 38 Dusseldorfer Strasse, 1 Berlin 15. WTD in preparation.

● **LIBYA**—Supply of dental equipment for the Ministry of Health. Tender No. 809, bid deadline Feb. 7. Bids should be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Tender specifications and conditions may be obtained from Ministry of Health in Tripoli or Benghazi, Libya.

**PERU**—Operating table, sterilizing equipment, surgical instruments. Requests replies in Spanish. Ricardo Aguinaga Bocanegra, Saenz Pena 468, Chiclayo. WTD in preparation.

Safety hats, helmets; respirators, gas, dust; safety gloves; direct purchase and agency. Karl Weiss (importer, wholesaler, retailer, manufacturer, agent), General Borgoño 413, Miraflores, Lima. WTD 7/20/65.

**★★SINGAPORE—Trade Mission**

Moulds and machinery for manufacture of acrylic teeth. Dental Supply & Laboratories Co. (manufacturer), 55 Stamford Rd. Singapore 6. WTD in preparation. TM 51.

**SOUTH AFRICA**—Surgical instruments, electro-medical equipment, laboratory and scientific apparatus; direct purchase and agency. Frederick C. Marcus & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3039, Cape Town, Cape Province. WTD 7/20/65.

● **VIET-NAM**—Supply of surgical equipment including, but not limited to these items: 8,000 lancets; 1,800 scissors; 50 forceps; 3,000 pincers; all in various sizes and shapes. Tender No. 2061-20125, bid deadline Feb. 4. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

**YEMEN ARAB REPUBLIC**—Surgical and medical instruments and apparatus; surgical appliances and supplies. Requests airmail replies with literature and prices. Direct purchase and agency. Yemen Drug Co. (for Commerce and the Pharmaceutical Industry) (importer, wholesaler, sales agent), P.O. Box 40, Sanaa. WTD 12/14/65.

### 386 Photographic equipment, supplies

**GERMANY**—Camera spare parts of all kinds. Requests quotations cif European ports. Direct purchase and agency. Kuerbi & Niggeloh (manufacturer, exporter), 163-165 Kaiserstrasse, 5608 Radevormwald. WTD 12/29/65.

**★★ MALAYSIA—Trade Mission**

Photographic equipment for use in motion picture and TV industries. Direct purchase and agency. Societa Commissionaria (importer), 91 Campbell Rd., P.O. Box 607, Kuala Lumpur. WTD 8/31/65. TM 2.

**SWEDEN**—X-ray film; agency and direct purchase. Ingenjorsfirman A. Hermansson AB (agent, wholesaler), Grevegatan 38, Malmo SV. WTD 12/21/65.

● **VIET-NAM**—Supply of film, negative and positive, including, but not limited to these items: 2150 rolls of negative film plus x 35 mm; 850 rolls negative double x 35 mm; 450 rolls negative triple x 35 mm; 2,500,000 ft. film positive fine grain 35 mm; 4 million ft. positive fine grain 16 mm. Tender No. 2059-18125, bid deadline Feb. 4. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939.)

### 387 Watches, clocks, parts

**AUSTRALIA**—Electrical (220 v. 50 c.) and mechanical clocks for household and auto-

motive use. Direct purchase and agency. Peter Turnbull (Machinery) Pty. Ltd. (importers, exporters, wholesalers), 445 St. Kilda Rd., Melbourne, Victoria. WTD in preparation.

### 393 Musical instruments, parts

**PERU**—Musical instruments: wind, percussion, pianos, harmonicas, electric organs, guitars. Novomundo Importadora Exportadora S.A. (importer, retailer, wholesaler, agent, exporter), Aptdo. 4552, Lima. WTD in preparation.

### 394 Toys, amusement, sporting, athletic goods

**GERMANY**—Sporting equipment, all types except tennis, badminton, table-tennis, skiing. Direct purchase and agency. Erbacher, Heinrich Hammer K.G. (manufacturer, exporter, importer), 7904 Erbach/Wuerttemberg, Postfach 20. WTD 12/29/65.

**★★ SINGAPORE—Trade Mission**

Fishing tackle, toys. The Cycle & Carriage Co. (M) Ltd. (importer), 41/43 Orchard Rd., Singapore 9. WTD in preparation. TM 57.

Toys, games. S. S. Mubaruk & Brothers, Ltd. (wholesaler, retailer), 63 Bras Basah Rd., Singapore 7. WTD in preparation. TM 67.

**SWEDEN**—Sport and camping equipment, especially golf articles such as clubs, balls, bags; small plastic boats. Direct purchase and agency. Jofa, Jonssons Fabriker AB (importer, exporter, wholesaler, manufacturer, sales agent), Malung. WTD 11/15/65.

### 396 Costume jewelry

**★★ HONG KONG—Trade Mission**

A line of men's jewelry. L. E. Tels & Co. Trading Society (importer, exporter), 9th Floor, United Chinese Bank Bldg., Hong Kong. WTD 8/20/64. TM 2.

### 399 Manufacturing industries

**AUSTRIA**—Fancy candles, to augment own manufacturing program. Direct purchase and agency. Josef Benker, Wien (manufacturer), Pernerstorfergasse 57, Vienna 10. WTD 12/28/65.

**FRANCE**—Gift items, novelties, all types of products in fancy goods range; direct purchase and agency. Jacques Frank (importer, dealer), 372, Rue Saint-Honore, Paris, 1er. WTD 10/28/64.

**GERMANY**—Floor covering, hard surface, vinyl asbestos, vinyl sheet, and any new plastic floor covering new to the market; cif European ports; requests replies in German. H. Georg Hosse (manufacturer), Barmenmusterkartenfabrik, 49 Alte Landstr. Radevormwald. WTD 11/24/65.

**ITALY**—Giftware: metal purse items, smokers' and gift articles. Empex, S.r.l. (importer), via Jacopo Palma 5-17, Milan. WTD 9/22/65.

**PHILIPPINES**—Teaching devices for biology, general science, physics, chemistry. Direct purchase and agency. Lee Peng Tuan, Manager, Edwardson's Experimental Supply (importer, wholesaler, indenter), Rm. R, 2nd Floor, 924 O'Donnell, Box 2387, Manila. WTD 5/14/65.

**SPAIN**—Electric manicure sets. Findeco, S.A. (importer, wholesaler, retailer), 29 Avenida de Jose Antonio, Bilbao. WTD 12/21/65.

**SWEDEN**—Gift articles such as ice buckets, whisky glasses, tobacco articles; direct purchase and agency. Motala Agenturfirma Dahlquist & Co. (importer, sales agent), Medivigatan 14, Motala. WTD 11/30/65.

### 503 Dry goods, apparel

**★★ HONG KONG—Trade Mission**

Seeks U.S. buying office connection for consumer goods, especially clothing, for resale in Ghana. Colviko Far Eastern Co. (importer, exporter, wholesaler), 1104 Takshing House, Hong Kong. WTD in preparation. TM 47.

### 505 Farm products, raw materials

**★★ HONG KONG—Trade Mission**

Raw cotton in bales for spinning into yarn. C. Y. Fung & Co. (importer, manufacturer), 1701 Hang Chong Bldg., Hong Kong. WTD in preparation. TM 38.

### 509 Wholesalers

**PERU**—Remnants and rags: wool, cotton knit, flannel, combed fabrics, Orlon, other synthetic fabrics; used wool sweaters in light colors. Comindustria S.A. (importer, exporter, manufacturer), Aptdo. 132, Lima. WTD in preparation.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 162 Heavy construction

**★★ HONG KONG—Trade Mission**

Underwater drilling and blasting equipment. Blair & Co., Ltd. (importer, manufacturers' agent), Union House, Hong Kong. WTD 10/15/65. TM 14.

### 191 Guns, howitzers, mortars

**★★ MALAYSIA—Trade Mission**

Arms, ammunition, for military use. Sharikat Jaya Raya Ltd. (importer, exporter), 502 Lee Yan Lian Bldg. Jalan Mountbatten, Kuala Lumpur. WTD 8/2/65. TM 22.

### 200 Food

**★★ HONG KONG—Trade Mission**

Baby foods. Exclusive agency. Jonathan Hau of the Haus of Style (importer, wholesaler), 15 Matheson St., 3rd/F, Hong Kong. WTD in preparation. TM 55.

Bulk foods, especially peanuts and peanut products, rice and rice products, sesame seeds, beans, soy bean oil. Dah Chong Hong Ltd., Hang Sang Bank Bldg., Hong Kong. WTD 9/30/64. TM 96.

**★★ SINGAPORE—Trade Mission**

Food products, complete line. F. A. Bartholomeusz (1961) Ltd. (importer, exporter, wholesaler), 187 Cecil St., Singapore 1. WTD in preparation. TM 22.

Food products, canned or packaged, brand names. L. D. Seymour & Co., (M) Ltd. (agent), Maritime Bldg., Collyer Quay, Singapore. WTD 6/30/64. TM 35.

### 203 Canning, preserving foods

**★★ HONG KONG—Trade Mission**

Good branded canned goods line. J. D. Hutchinson & Co., Ltd. (importer, exporter, wholesaler), Union House, Hong Kong. WTD in preparation. TM 32.

Popular priced lines of canned food products. Asia Co. (importer, retailer, sales agent), 14-21 King Wah Rd., North Point, Hong Kong. WTD under revision. TM 5.

### 209 Food preparations

**GREECE**—Soybean oil, soybean meal. Thucydides & M. Papayanni (exporter, sales agent), 1 Nikita St., Piraeus. WTD 3/3/65.

### 220 Textile mill products

**★★ HONG KONG—Trade Mission**

Rainproof fabrics, nylon laminated tricot, rayon linings (firsts and seconds), Dacron and wool suitings. B. D. Tata & Co. Ltd. (importer, wholesaler), 21 Wyndham St., 3rd Floor, Hong Kong. WTD 10/6/64. TM 27.

Fabrics, wool and synthetic blends, for men's and ladies' suits. Cheong Hing Store, Ltd. (importer, wholesaler), 301 Cheong Hing Bldg., Kowloon, Hong Kong. WTD 12/16/64. TM 45.

### 221 Broad woven fabric mills, cotton

**SOUTH AFRICA**—Broad elastics for manufacture of foundation garments. Philip D. Maclagen, manufacturers' agent), P.O. Box 3996, Cape Town, Cape Province. WTD 12/10/65.

### 222 Broad woven fabric mills, manmade fiber, silk

**★★ HONG KONG—Trade Mission**

Curtain and drapery materials of printed nylon. John Cowie Co. (Hutchison Group) (importer, exporter, wholesaler) 11th Floor, Union House, Hong Kong. WTD in preparation. TM 54.

### 224 Textile mill products

**★★ HONG KONG—Trade Mission**

Branded lines of fabrics for clothing trade, including rainwear fabrics. Stockland & Ferguson (H.K.) Ltd. (importer, sales agent), 1942 Union House, Hong Kong. WTD in preparation. TM 9.

### 226 Dyeing, finishing textiles

**NEW ZEALAND**—Printed dress fabrics in cottons or cotton-synthetic mixtures. Mr. Packard. Constable Agencies Ltd. (manufacturers' representative), P.O. Box 1163, Wellington. WTD 12/23/65.

### 228 Yarn, thread mills

**FINLAND**—Synthetic yarns, artificial fibers. requests full details, prices, terms. Nils Wilh. Lindholm (agent), P. Rautatiekatu 21 C, Helsinki 10. WTD 5/19/65.

### 229 Textile goods

**★★ HONG KONG—Trade Mission**

Household linens, sheets, pillowcases. Exclusive agency. G. de Almeida & Co. (importer, exporter, wholesaler), 93 New Henry House, Hong Kong. WTD 8/21/64. TM 42.

**SOUTH AFRICA**—Proofed materials for manufacture of women's rainwear; lace used in manufacture of lingerie and foundation

garments. Philip D. Maclagan (manufacturers' agent), P.O. Box 3996. Cape Town, Cape Province. WTD 12/10/65.

### 232 Men's, youths', boys' furnishings

**★★ HONG KONG—Trade Mission**

Men's neckwear, branded lines. Cheong Hing Store, Ltd. (importer, wholesaler), 301 Cheong Hing Bldg., Kowloon, Hong Kong. WTD 12/16/64. TM 43.

**★★ SINGAPORE—Trade Mission**

Men's sportswear, brand names. L. D. Seymour & Co., (M) Ltd., (agent), Maritime Bldg. Collyer Quay, Singapore. WTD. 6/30/64. TM 33.

### 239 Fabricated textile products

**SOUTH AFRICA**—Trimmings, fringing and edging used in manufacture of foundation garments. Philip D. Maclagan (manufacturers' agent), P.O. Box 3996, Cape Town, Cape Province. WTD 12/10/65.

### 249 Wood products

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets of wood. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

### 253 Public building furniture

**★★ SINGAPORE—Trade Mission**

Studio and theater equipment and furniture. H. A. O'Connor & Co., Ltd. (importer, exporter, wholesaler), Maybank House, 124-126 Robinson Rd., Singapore. WTD 11/4/65. TM 18.

### 262 Paper mills, products

**★★ SINGAPORE—Trade Mission**

Stationery lines. Exclusive basis. Beacon Publications (wholesaler), 154 Owen Rd., Singapore 8. WTD in preparation. TM 63.

### 264 Converted paper, paperboard products

**PAKISTAN**—Airmail paper, onionskin; plain and colored tissue paper; butter paper. Importer and manufacturers' agent requests quotations c&f Karachi. Shezan Trading Co., P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

### 265 Paperboard containers, boxes

**★★ SINGAPORE—Trade Mission**

Corrugated packaging materials. Robert W. Young, B.Sc. (agent), 22 Chulia St., Singapore. WTD in preparation. TM 42.

### 266 Building paper, board

**★★ SINGAPORE—Trade Mission**

Acoustical ceiling tile. Koon Hoe & Co., Ltd. (importer, exporter, wholesaler), 402 Chinese Chamber of Commerce Bldg., Hill St., Singapore 6. WTD 10/5/65. TM 32.

### 273 Books

**AUSTRALIA**—Books of all types, especially children's books. Exclusive agency only. Thomas C. Lothian Pty. Ltd. (importer, jobber, wholesaler), 4-12 Tattersall's Lane, Melbourne, Victoria. WTD 10/29/65.

### 281 Industrial chemicals

**NETHERLANDS**—Synthetic organic chemicals. Exclusive agency or distributorship. Technisch Handelsbureau A. Kapsenberg (importer, exporter, wholesaler, manufacturer, distributor), Statenlaan 31, Rotterdam 12. WTD 12/21/65.

### 282 Synthetic materials

**AUSTRIA**—Polyethylene and polystyrene; other chemical materials for plastics and paint industries, primarily for plastics materials processing industry. Erich Slupetzky (importer, wholesaler, agent), Dinghoferstrasse 36, A-4020 Linz/Donau. WTD 12/28/65.

**ITALY**—Raw materials for synthetic fibers. Mario Cavigioli (agent), Via F. Garlanda 4, Biella (Vercelli province). WTD 12/22/65.

**★★ SINGAPORE—Trade Mission**

Polyesters, various types. Robert W. Young, B.Sc. (agent), 22 Chulia St., Singapore. WTD in preparation. TM 41.

### 283 Drugs

**★★ HONG KONG—Trade Mission**

Branded and unbranded hormones, vitamins, all types of ethical products. Exclusive agency; willing to maintain stocks to whatever extent is necessary. W. R. Loxley & Co. Ltd. (importer, exporter, manufacturers' agent), 6th Floor, Prince's Bldg., Hong Kong. WTD 10/23/64. TM 12.

**★★ SINGAPORE—Trade Mission**

Pharmaceuticals, complete line. Diethelm & Co., Ltd. (importer, wholesaler, manufacturer, exporter), 139/149 Market St., Singapore 1. WTD 4/9/65. TM 15.

### 284 Soaps, detergents, perfumes, cosmetics, toilet preparations

**★★ SINGAPORE—Trade Mission**

Cosmetics, brand names, kindred goods such as combs, brushes. L. D. Seymour & Co. (M) Ltd. (agent), Maritime Bldg., Collyer Quay, Singapore. WTD 6/30/64. TM 34.

Detergents, also dispensers. Robert W. Young, B.Sc. (agent), 22 Chulia St., Singapore. WTD in preparation. TM 39.

Cosmetics, including perfumery lines, for distribution in Malaysia and Singapore. Fen Bros. Co. (importer), 47 North Canal Rd., Singapore. WTD in preparation. TM 55.

### 306 Fabricated rubber products

**SWEDEN**—Gloves, protection clothing, consumption and disposable articles for hospital and industry (welding industry). Nord-Hansa Import & Export AB (importer, wholesaler, sales agent), Kastanjevagen 23, Barkarby. WTD 11/17/65.

### 307 Plastic products

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

**★★ SINGAPORE—Trade Mission**

Vinyl floor tiles. Koon Hoe & Co. (importer, exporter, wholesaler), 402 Chinese Chamber of Commerce Bldg., Hill St., Singapore 6. WTD 10/5/65. TM 29.

### 310 Leather products

**★★ HONG KONG—Trade Mission**

Hides for clothing manufacture. Seeks representation. Stockland & Ferguson (H.K.) Ltd. (importer, sales agent), 1942 Union House, Hong Kong. WTD in preparation. TM 8.

### 314 Footwear, except rubber

**★★ HONG KONG—Trade Mission**

Men's and ladies' shoes, medium price ranges, approx. $6-$8 wholesale. Denis Hazell & Co. Ltd. (importer, wholesaler), Holland House, 9 Ice House, Hong Kong. WTD 5/12/64. TM 22.

### 331 Steel mill products

**PAKISTAN**—Galvanized iron sheets; mild steel black sheets; tin plate, prime and first quality. Importer and manufacturers' agent requests quotations c&f Karachi. Pakistan Shipping Agencies Ltd., 12 Qamar House, Bunder Rd., Karachi. WTD 12/1/65.

### 335 Rolling, drawing, extruding of nonferrous metals

**PAKISTAN**—Lead plates, sheets, ingots. Importer and manufacturers' agent requests quotations c&f Karachi. Mechanica Ltd., 408 Qamar House, Bunder Rd., Karachi. WTD 1/26/65.

Telephone and telegraph wires and cables. Importer and manufacturers' agent requests quotations c&f, Karachi. Mr. Shamsi, Haroon Sons Trading Corp., 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

**★★ SINGAPORE—Trade Mission**

Copper tubing for homes. Koon Hoe & Co. (importer, exporter, wholesaler), 402 Chinese Chamber of Commerce Bldg., Hill St., Singapore 6. WTD 10/5/65. TM 31.

### 342 Cutlery, hand tools, general hardware

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

**★★ HONG KONG—Trade Mission**

Builders hardware. Exclusive agency. G. de Almeida & Co. (importer, exporter, wholesaler), 93 New Henry House, Hong Kong. WTD 8/21/64. TM 41.

### 343 Heating apparatus, plumbing fixtures

**★★ HONG KONG—Trade Mission**

Washroom and bathroom equipment, plumbing fixtures, fittings. Exclusive agency. G. de Almeida & Co. (importer, exporter, wholesaler), 93 New Henry House, Hong Kong. WTD 8/21/64. TM 40.

**★★ SINGAPORE—Trade Mission**

Small size water heaters, up to 3 gal, 230 voltage, with transformer. The Anglo Thai Trading Corp., Ltd. (importer, wholesaler), Mercantile Bank Bldg., Raffles Place, Singapore 1. WTD 6/30/64. TM 6.

Plumbing fixtures, all types. Koon Hoe & Co. (importer, exporter, wholesaler), 402 Chinese Chamber of Commerce Bldg., Hill St., Singapore 6. WTD 10/5/65. TM 30.

## 344 Fabricated structural metal products

**★★ SINGAPORE—Trade Mission**

Metal scaffolding. Robert W. Young, B.Sc. (agent), 22 Chulia St., Singapore. WTD in preparation. TM 40.

**SWEDEN**—Building materials, metal, full line of products. Byggnadsingenjor Bengt Oijesten (importer, sales agent), Erstaviksvagen 26, Saltsjobaden. WTD 12/15/65.

## 346 Metal stampings

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

## 349 Fabricated metal products

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

## 351 Engines, turbines

**PAKISTAN**—Marine engines, diesel, 20 to 2500 H.P. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

## 352 Farm machinery

**IRAN**—Agricultural tractors. Machine Rah Co., Ltd. (importer), 1619 Ghazvin Ave., Serah Azari, Tehran. WTD 12/27/65.

**IRAQ**—Heavy farm tractors. Ali Youzbaki & Sons, Mustansir St., Baghdad. WTD 8/13/65.

## 353 Construction, mining, materials handling machinery, equipment

**CHILE**—Heavy-duty trucks; road building machinery. Distribuidora Cummins Diesel S.A.C.I. (importer), Bulnes 1203, Casilla 1230, Santiago de Chile. WTD 12/21/65.

**★★ HONG KONG—Trade Mission**

Fork lift trucks, materials handling equipment. Gordon, Woodroffe & Co (Far East) Ltd. (importer, exporter, retailer), 20th Floor, Prince's Bldg., Hong Kong. WTD 3/9/64. TM 33.

Crawler cranes, shovels, draglines. Blair & Co., Ltd. (importer, manufacturers' agent), Union House, Hong Kong. WTD 10/15/65. TM 16.

**KOREA**—Dredges, for ports and harbor work. Samho Trading Co., Ltd., c/o General Business Section (importer), I.P.O. Box 1054, Seoul. WTD 5/20/65.

**★★ MALAYSIA—Trade Mission**

Construction machinery, spare parts; interested to act as indent agent; will act as broker for U.S. firm supplying these products for Government drainage and irrigation project in Kedah province. Shroffs (Malaya) Ltd., 188 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 3/1/65. TM 1.

Crawler cranes, truck mounted cranes. Sharikat Paterson Simon (Malaysia) Berhad (manufacturer, exporter, wholesaler, retailer), 28-30 Medan Pasar, Kuala Lumpur. WTD 4/6/65. TM 5.

**PAKISTAN**—Power cranes, shovel, dragline. Importer and manufacturers' agent requests quotations c&f Karachi. Equipments International, 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

## 354 Metalworking machinery

**GERMANY**—Machine tools for metalworking industry, including metalworking tools. Emil Wolf, Inh. R. Kassberger, Werkzeuge-Maschinen-Kugellager (wholesaler, commission merchant, manufacturers' agent), 73 Esslingen/Neckar, Ebershaldenstrasse 33. WTD 12/29/65.

**NETHERLANDS**—Tools and equipment for repair of direct current machines. Exclusive agency or distributorship. Technisch Handelsbureau A. Kapsenberg (importer, exporter, wholesaler, manufacturer, distributor), Statenlaan 31, Rotterdam 12. WTD 12/21/65.

**PAKISTAN**—Machine tools: lathes, milling and shaping machines. Importer and manufacturers' agent requests quotations c&f Karachi. Mr. Shamsi, Haroon Sons Trading Corp., 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

## 355 Special industry machinery

**PAKISTAN**—Machinery and equipment for manufacture of acrylic plastic sheets by extrusion and casting processes. Plastic printing machinery; plastic engraving machines. Requests quotations c&f Karachi. Shezan Trading Co. (importer, manufacturers' agent), P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

Woodworking machinery, accessories, allied equipment. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co., Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

Textile machinery, attachments, accessories. Importer and manufacturers' agent requests quotations c&f Karachi. Equipments International, 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

**PERU**—Complete mining, plastics, chemical plants. Charles R. Collin (importer, agent), Aptdo. 2775, Lima. WTD in preparation.

**SPAIN**—Machines to place plastic protective coatings on photographs, identity cards, etc., up to legal size; price quotations desired. Distribuidora Hispano Americana, S.A. (DIHASA) (importer, wholesaler, retailer), Gran Via 56, Bilbao. WTD 12/17/65.

## 356 General industrial machinery

**GERMANY**—Ball bearings; needle bearings. Emil Wolf, Inh. R. Kassberger, Werkzeuge-Maschinen-Kugellager (wholesaler, commission merchant, manufacturers' agent), 73 Esslingen/Neckar, Ebershaldenstrasse 33. WTD 12/29/65.

**★★ HONG KONG—Trade Mission**

Air compressors. Blair & Co., Ltd., Union House, Hong Kong. WTD 10/15/65. TM 15.

**PAKISTAN**—Electric blowers, ½ to 5 hp., force blowers, 500 cfm capacity, for use in railroad workshops. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Water pumps, all kinds. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co., Green House, McLeod Rd., Karachi. WTD 10/23/64.

**SWEDEN**—Compressed air and electric machinery for building industry. Byggnadsingenjor Bengt Oijersten (importer, sales agent), Erstaviksvagen 26, Saltsjobaden. WTD 12/15/65.

Commercial laundry and dry cleaning machines. Maskinfirma Ake Agren (retailer, exporter, wholesaler), Brannkyrkogatan 92, Stockholm. WTD 12/1/65.

## 357 Office, computing, accounting machines

**★★ HONG KONG—Trade Mission**

Office business machinery, all types. Scientific Service Co., 1523-30 Prince's Bldg., Hong Kong. WTD 11/17/64. TM 95.

## 358 Service industry machines

**ITALY**—Room and automobile air conditioners. Nu-Aire Italiana, S.r.l. (distributor), Via Dezza 26, Milan. WTD in preparation.

## 361 Electric transmission, distribution equipment

**FINLAND**—Nuclear electric power station equipment and components. Requests full details, prices, terms. Oy Tapiro Ab (importer, agent), Fredrikinkatu 41 A 7, Helsinki 12. WTD 12/8/65.

**★★ MALAYSIA—Trade Mission**

Electric meters, cables. Sharikat Jaya Raya Ltd. (importer, exporter), 502 Lee Yan Lian Bldg., Jalan Mountbatten, Kuala Lumpur. WTD 8/2/65. TM 23.

**PAKISTAN**—Transformers, up to 3,300 kv. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Instruments for testing electrical characteristics. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

## 362 Electrical industrial apparatus

**★★ MALAYSIA—Trade Mission**

Electric generators, diesel or steam. Sharikat Jaya Raya Ltd. (importer, exporter), 502 Lee Yan Lian Bldg. Jalan Mountbatten, Kuala Lumpur. WTD 8/2/65. TM 19.

**PAKISTAN**—Diesel generator sets, 10 to 300 kw. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

Generating sets, 1 to 100 kw., diesel/gasoline. Importer and manufacturers' agent requests quotations c&f Karachi. Haroon Sons Trading Corp., 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

## 363 Household appliances

**AUSTRALIA**—Household and kitchen utensils, small appliances and useful domestic gadgets. Lazarus Rosenfeld Pty. Ltd. (importer, wholesaler), 375 Kent St., Sydney. WTD 12/15/65.

**FRANCE**—Freezers, refrigerating units, electric, household and commercial, all categories. Dishwashing machines of all types. Agency for France or section thereof. Requests replies in French. Compagnie Vendome (manufacturer), 19 Estavel, par Brive, Correze. WTD 11/28/65.

**★★ SINGAPORE—Trade Mission**

Small electrical appliances, such as toasters. The Anglo-Thai Trading Corp. (importer, wholesaler), Mercantile Bank Bldg., P.O. Box 47, Raffles Place, Singapore 1. WTD 6/30/64. TM 6.

## 364 Electric lighting, wiring equipment

**PAKISTAN**—ACSR conductors, 11 to 132 kv. Pakland Trading Corp. (importing dis-

tributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

### 366 Communications equipment

**★★ MALAYSIA—Trade Mission**

Telecommunications equipment, for military use. Sharikat Jaya Raya Ltd. (importer, exporter), 502 Lee Yan Lian Bldg. Jalan Mountbatten, Kuala Lumpur. WTD 8/2/65. TM 21.

**PAKISTAN**—Radar equipment, radar testing instruments. importer and manufacturers' agent requests quotations c&f Karachi. Mr. Shamsi, Haroon Sons Trading Corp., 65 Cotton Exchange Bldg., McLeod Rd., Karachi. WTD 11/29/65.

Transmitters, receivers, radio, microwave. Importer and manufacturers' agent requests quotations c&f Karachi. Equipments International, 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

**★★ SINGAPORE—Trade Mission**

Radio, short range 2 way, long range microwave and radar equipment, for ships; studio and theater equipment. H. A. O'Connaor & Co., Ltd. (importer, exporter, wholesaler), Maybank House, 124-126 Robinson Rd., Singapore. WTD 11/4/65. TM 19.

### 371 Motor vehicles, equipment

**★★ SINGAPORE—Trade Mission**

Fire fighting trucks, equipment. McAlister & Co., Ltd. (importer, retailer), 13 North Boat Quay, Singapore 6. WTD 10/28/65. TM 14.

### 372 Aircraft, parts

**THAILAND**—Aircraft, helicopters, accessories, for commercial use. Requests catalogs with full particulars, quotations. Charray International Inc., Ltd. (importer, sales agent), 28-30 New Rd., Bangkok. WTD 11/18/65.

### 373 Shipbuilding, repairing

**PAKISTAN**—Tugboats, diesel operated, for use in rivers of East Pakistan; launches, diesel operated, to carry 100 passengers and cargo. Pakland Trading Corp. Ltd. (importing distributor), C & MG Bldg., 48 The Mall, Lahore. WTD 12/15/65.

### 374 Railroad equipment

**★★ MALAYSIA—Trade Mission**

Railroad equipment, all types, especially for military use. Sharikat Jaya Raya Ltd. (importer, exporter), 502 Lee Yan Lian Bldg. Jalan Mountbatten, Kuala Lumpur. WTD 8/2/65. TM 20.

### 381 Engineering, laboratory, scientific, reserach instruments

**★★ SINGAPORE—Trade Mission**

Scientific and laboratory equipment, especially for schools. Regal Corporation (importer, exporter, retailer), P.O. Box 1590, 76-A High St., Singapore 6. WTD 4/9/65. TM 11.

### 384 Surgical, medical, dental instruments

**IRAN**—Hospital and surgical equipment. Kefa S.A.R.L. (importer), 760 Saadi Ave., Tehran. WTD 12/1/65.

**★★ SINGAPORE—Trade Mission**

Hospital equipment and supplies. Regal Corp. (importer, exporter, retailer), 76-A High St., P.O. Box 1590, Singapore 6. WTD 4/9/65. TM 12.

Surgical equipment and supplies, only to participate in government tenders. B.K. Enterprises (importer), 26 Meyer Chambers, Raffles Place, Singapore 1. WTD in preparation. TM 43.

### 394 Toys, amusement, sporting goods

**★★ HONG KONG—Trade Mission**

Branded athletic equipment line. J. D. Hutchison & Co., Ltd. (importer, exporter, wholesaler), Union House, Hong Kong. WTD in preparation. TM 31.

**NEW ZEALAND**—Archery equipment in medium and low price range. C. M. Tisdall, Director, Tisdall Distributors Ltd. (importer, wholesaler), P.O. Box 3033, Wellington. WTD in preparation.

### 396 Costume jewelry, novelties, buttons, notions

**★★ HONG KONG—Trade Mission**

Button lines for clothing trade. Seeks representation. Stockland & Ferguson (H.K.) Ltd. (importer, sales agent), 1942 Union House, Hong Kong. WTD in preparation. TM 10.

Men's jewelry, branded lines desired on exclusive basis. Cheong Hing Store, Ltd. (importer, wholesaler), 301 Cheong Hing Bldg., Kowloon, Hong Kong. WTD 12/16/64. TM 44.

### 399 Manufacturing industries

**FRANCE**—Smokers' requisites and smoking accessories, such as tobacco boxes, cigarette cases, cigarette lighters, others. Giftwares, curio items, souvenirs, novelties of all types. Requests replies in French. Jean-Pierre Arrambide (sales agent), Rue de la Chapelle, 64 Bidart, Basses-Pyrenees. WTD 12/28/65.

**★★ SINGAPORE—Trade Mission**

Firefighting equipment, including sprinklers, hoses, portable firefighting equipment, related products. McAlister & Co., Ltd. (importer, retailer), 13 North Boat Quay, Singapore 6. WTD 10/28/65. TM 13.

## Leads for Importers

***Commodities are offered direct unless specified.***

### 144 Sand, gravel

**PHILIPPINES**—Silica sand and rocks of 98% plus grade for steel and glass industries. Luis S. Hofilena, President, Pioneer Glass Manufacturing Corp. (processor), 404 Wilson Bldg., Juan Luna St. Manila. WTD 10/3/64.

### 200 Food

**★★ SINGAPORE—Trade Mission**

Various food items, including tropical fruit juices, fruits in syrup, curries, gravies, soybean sauce. Century Manufacturing Co. (manufacturer) 117 Killiney Rd. & 112 Dakota Cres., Singapore 9. WTD in preparation. TM 46.★

### 203 Canning, preserving foods

**★★ HONG KONG—Trade Mission**

Canned water chestnuts, bamboo shoots, bean sprouts. Union Trading Co. (importer, wholesaler), 137 Queen's Rd., Central, Hong Kong. WTD in preparation. TM 86.

**KOREA**—White peaches, canned. Direct sale or through distributors. Hwanam Industrial Co., Inc. (food processor, exporter), C.P.O. Box 878, Seoul. WTD in preparation.

**VENEZUELA**—Shrimp, quick frozen and cold pack; requests replies in Spanish. Industrial Pesquera Los Roques, S.A. (exporter), Aptdo. 10512, Caracas. Edificio 7, Pent House, Prolongacion Calle El Recreo Sabana Grande, Caracas. WTD 11/26/65.

### 205 Bakery products

**★★ SINGAPORE—Trade Mission**

Prawn crackers, seeks U.S. distributor. Malaysia Udang Keropok Factory (manufacturer), 163, 1st Floor, Telok Ayer St., Singapore. WTD in preparation. TM 60.

### 209 Food preparations

**★★ SINGAPORE—Trade Mission**

Chili sauce, special recipe. Alexander Young Ltd. (London) (importer, exporter), 50 South Bridge Rd., P.O. Box 355, Singapore. WTD in preparation. TM 47.

### 220 Textile mill products

**AUSTRIA**—Woolen and worsted yarn, as well as garment materials made from pure wool or wool blended with synthetic fibers. Linzer Tuchfabrik, Himmelreich & Zwicker (manufacturer, exporter), Raedlerweg 65, Linz-Kleinmuenchen, Upper Austria. WTD 12/16/65.

**FINLAND**—Interior decorating fabrics with Finnish figurine motifs. Seeking importing distributors or commission agents. Brochures available upon request. Atelier Fauni (manufacturer, exporter), Jarvenpaa. WTD 12/27/65.

**SWEDEN**—Curtains, draperies, furniture upholstery, all kinds. AB Marks Jacquardvaveri (manufacturer, importer, exporter), Bjorketorn. WTD 12/15/65.

### 223 Broad woven fabric mill, wool

**★★ HONG KONG—Trade Mission**

Woolen quilted blankets. Jackson Chu Co. (manufacturer, importer, exporter), 104 Yu To Sang Bldg., Hong Kong. WTD in preparation. TM 62.

### 225 Knitting mills

**★★ HONG KONG—Trade Mission**

Ladies sweaters, beaded and embroidered, wool and nylon blend. Interocean Mercantile Corp. (importer, exporter, wholesaler), 702 Fu Hing Bldg., 9 Jubilee St., Hong Kong. WTD in preparation. TM 65.

### 229 Textile goods

**KOREA**—Rope and twine of coir yarn, abaca, vinylon, polyethylene. Direct sale or through distributors. Shinhung Chekang Co., Ltd. (manufacturer, exporter), Central P.O. Box 849 Seoul. WTD 12/20/65.

### 230 Apparel

**★★ HONG KONG—Trade Mission**

Ready made garments. G. Assanmal & Co. (H. K.) Ltd. (manufacturer, importer, exporter, wholesaler, retailer), 3 Hollywood Rd., G/F., Hong Kong. WTD in preparation. TM 60.

Dress and work shirts, for sale direct to department store chains or through importers. Victor Warne & Co. (HK) Ltd. (manufac-

turer, exporter), 1118 Union House, Hong Kong. WTD 7/24/64. TM 18.

### 233 Women's, misses', juniors' outwear

**★★ HONG KONG—Trade Mission**

Evening and cocktail dresses and sweaters, good quality. Bisenberg & Co. Ltd. (manufacturer), 831 Central Bldg., Hong Kong. WTD in preparation. TM 37.

### 236 Girls', children's, infants' outwear

**FINLAND**—Children's wear, sweaters, etc., with Finnish figurine motifs. Seeking importing distributors or commission agents. Brochures available upon request. Atelier Fauni (manufacturer, exporter), Jarvenpaa. WTD 12/27/65.

### 239 Fabricated textile products

**★★ SINGAPORE—Trade Mission**

Contour sheets with elastic corners, pillowcases; standard U.S. sizes and construction; 5 weeks delivery. Boron Mfg. Co. Ltd. (manufacturer), 6 New Industrial Rd., Singapore 19. WTD in preparation. TM 5.

### 242 Sawmills, planing mills

**★★ SINGAPORE—Trade Mission**

Parquet flooring from teakwood waste. Universal Parquet Flooring Co., Ltd. (manufacturer, exporter), 1 Paya Lebar Crescent, Singapore 19. WTD in preparation. TM 24.

### 249 Wood products

**★★ SINGAPORE—Trade Mission**

Various wood products, including door and window frames, brooms and broom handles, tool handles, toys, parquet flooring, charcoal briquets. Economic Development Board (agent), Fullerton Bldg., Singapore. WTD in preparation. TM 64.

### 250 Furniture, fixtures

**★★ SINGAPORE—Trade Mission**

Wood furniture (K.D.); small prefabricated buildings (garden houses, etc.). Economic Development Board (agent) Fullerton Bldg., Singapore. WTD in preparation. TM 65.

### 251 Household furniture

**CHILE**—Finished and semi-finished quality furniture. Martonffy & Cia Ltda. (furniture and cabinet manufacturer). Estado 111, Santiago de Chile. WTD 12/21/65.

**★★ HONG KONG—Trade Mission**

Rattan furniture, basketware. Shun Cheong Rattanware Factory (manufacturer, exporter), 314 China Bldg, Hong Kong. WTD in preparation. TM 59.

**★★ SINGAPORE—Trade Mission**

Wooden household furniture, especially kitchen cabinets, made to customers' specifications. Hock Seng Woodworking Factory (manufacturer), 620 MacPherson Rd., Singapore 13. WTD in preparation. TM 27.

### 273 Books

**★★ SINGAPORE—Trade Mission**

Educational books, secondary and college level, seeks U.S. distribution. S. S. Mubaruk & Brothers Ltd. (wholesaler, retailer), 63 Bras Basah Rd., Singapore 7. WTD in preparation. TM 71.

### 284 Soap, detergents, cleaning preparations, perfume, cosmetics, toilet preparations

**AUSTRIA**—Hand-painted, fancy soap in shapes of fruits, vegetables, flowers, figurines, in gift cartons or boxes made from wood shavings; giant-cake toilet soap and special guest soap. Would consider agency arrangement. Joseph Benker, Wien (manufacturer), Pernerstorfergasse 57, Vienna 10. WTD 12/28/65.

**GERMANY**—Perfumes, Eau de Cologne, Eau de Toilette, hair tonic, hair ornaments, cosmetic articles. Price quotations fob Hamburg or Bremen. A. Moras & Comp. (importer, wholesaler, manufacturer, exporter), Kosmetische Erzeugnisse, 5 Alfred-Nobel-Strasse, 502 Frechen 1. WTD 12/17/65.

### 287 Agricultural chemicals

**★★ MALAYSIA—Trade Mission**

Guano for fertilizers up to 1,000 tons/shipment; 30,000 tons available; piperizer for deworming pigs. Soon Keat & Co. (importer), 6 Main St., Klang. WTD in preparation. TM 17.

### 307 Plastic products

**FRANCE**—Display plastic letters and numerals, in relief, for indoor and outdoor uses, including fluorescent and phosphorescent signs. Precision-molded, decorative, reportedly solid and durable articles, interchangeable and re-usable, with molded-in steel pins. Multipurposes (publicity, window-display, decoration, time-table panels, etc.), available in different styles and colors; sizes from 8 to 30 millimeters. Wholesale exportation, preferably through the channel of well-established U.S. agent. Atelier Hor (Lettres Hor) (manufacturer, exporter), 22 Avenue Charles-Floquet, 64 Biarritz, Basses-Pyrenees. WTD 12/17/65.

**★★ HONG KONG—Trade Mission**

Plastic coated playing cards, cellophane wrapped, in plastic boxes, excellent grade; matching score pads and tallies. Allied Graphic Centre (H.K.) Ltd. (manufacturer, exporter), 181 Queen's Rd., Central, Hong Kong. WTD in preparation. TM 23.

Plastic grass. Pioneer Chemical Co. Ltd. (importer, manufacturer, exporter), 904 Han Chong Bldg., Hong Kong. WTD in preparation. TM 13.

**★★ SINGAPORE—Trade Mission**

Plastic ceiling and wall tiles, lightweight, Chinese or other motif. Bright Signcrafts Co. (manufacturer), 43 Princep St., Singapore 7. WTD in preparation. TM 44.

### 311 Leather tanning, finishing

**★★ SINGAPORE—Trade Mission**

Reptile leathers (lizard, python, alligator) for handbags, wallets, belts, watch straps, etc. Ismail Mahdi Co. (importer), 268 Beach Rd., Singapore 7. WTD in preparation. TM 61.

**URUGUAY**—Leather, full tanned, wet blue type. Storer & Cia., S.A. (exporter), Urugaya, Calle Mercedes 1312, Montevideo. WTD 12/6/65.

### 317 Handbags, personal leather goods

**AUSTRIA**—Handmade women's handbags, particularly evening bags, also with needlepoint embroidery. Romana Salviani (manufacturer), Koppstrasse 53, Vienna 16. WTD 12/15/65.

### 331 Steel mill products

**★★ HONG KONG—Trade Mission**

Steel wire ropes; can provide up to 100 tons monthly. Hong Kong Steel Ropes, Ltd. (importer, exporter, manufacturer), 20 Tung Man St., Hong Kong. WTD under revision. TM 26.

### 336 Nonferrous foundries

**★★ HONG KONG—Trade Mission**

Aluminum wheel trims for foreign cars such as Volkswagen, Renault, Volvo, imported into U.S. Comprehensive Certificate of Origin issued by Hong Kong Government Commerce & Industry Dept. can be supplied. Thoreson & Co. Ltd. (importer, exporter), 18th Floor, Union House, Hong Kong. WTD 10/2/64. TM 3.

### 342 Cutlery, hand tools, general hardware

**★★ HONG KONG—Trade Mission**

Hardware. Pearl Investment Managers Ltd. (resident buying office), 1709 Prince's Bldg., Hong Kong. WTD in preparation. TM 81.

### 345 Screw machine products

**★★ HONG KONG—Trade Mission**

Steel and brass screws, U.S. sizes. Kien Yuen Screw Manufactory (manufacturer), 606 Li Po Chun Chambers, Hong Kong. WTD in preparation. TM 90.

### 349 Fabricated metal products

**★★ HONG KONG—Trade Mission**

Wall decorations, bronze antique. Tai Fung Trading Co., Ltd. (manufacturer, importer, exporter retailer), 404 Regent House, Hong Kong. WTD in preparation. TM 61.

### 353 Construction, mining, materials handling machinery

**BRAZIL**—Seeks qualified agent for overhead traveling cranes, rolling bridges, jib-cranes, rotating hoists, electrical and hand hoists, winches, derricks concrete conveyors, all manufactured in Brazil. Torque S.A. Industria e Comercio de Maquinas Eletricas (manufacturer), Caixa Postal 6874, Sao Paulo. WTD 4/28/65.

### 363 Household appliances

**FRANCE**—Electric blankets, automatic bed warmers of good quality; foot warmers and related articles, including plate warmers. Wholesale exportation. Illustrative circulars, text in French, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Requests replies in French. Etablissements Degois (Couvertures Chauffantes Jide) (manufacturer, exporter), 83 Rue d'Isle, 87 Limoges, Haute-Vienne. WTD in preparation.

### 364 Electric lighting, wiring equipment

**GERMANY**—Lamps for household use: table, bedside, stand, ceiling (including chandeliers); made of wood and wood and metal with shades of material and glass; high quality. Freightage as per agreement. Theodor Mueller & Co. (manufacturer, importer, exporter), Temde Werk, 25 Bahnhofstr. 4930 Detmold. WTD 11/29/65.

**★★ MALAYSIA—Trade Mission**

Unique line of decorative lamps, shades with Malaysian motifs; seeks distribution through wholesalers, chain stores. Guenter Lienau (manufacturer), Road 225 Petaling Jaya, Kuala Lumpur. WTD in preparation. TM 4.

### 366 Communication equipment

**★★ HONG KONG—Trade Mission**

Self-dialing (11 digits) telephone device, prototype finished; production starting this month. Wing Heng Trading Co. (importer, exporter, wholesaler, manufacturer), 301 Hing Fat House, Hong Kong. WTD 5/28/65. TM 36.

### 394 Toys, amusement, sporting goods

**FRANCE**—Plastic toys, de luxe and other categories, unbreakable figurines, hand-decorated, in various colors (sizes 20 mm., 35 mm., and 60 mm.), representing soldiers, historical personages, Xmas crib sets, animals, farm sets, etc. sold under the trade name of "Starlux." Wholesale exportation direct or through agents; requests replies in French. Etablissements Beffara & Cie. (Starlux) (manufacturer, exporter), 24 Chamiers-Perigueux, Dordogne. WTD 12/21/65.

**★★ HONG KONG—Trade Mission**

Toys, for sale direct to department store chains or through importers. Victor Warne & Co. (HK) Ltd. (manufacturer, exporter), 1118 Alexandra House, Hong Kong. WTD 7/24/64. TM 17.

**SWEDEN**—Sport and camping equipment, especially tents. Jofa, Jonssons Fabriker AB (importer, exporter, wholesaler, manufacturer, sales agent), Malung. WTD 11/15/65.

### 396 Costume jewelry

**★★ HONG KONG—Trade Mission**

Women's jewelry (Hong Kong handicrafts). Pious Handicrafts (manufacturer) Fuk-wa Village, Ngau Tau Kok, Kowloon, Hong Kong. WTD in preparation. TM 80.

### 399 Manufacturing industries

**AUSTRIA**—Baroque and other fancy candles, hand-painted; also fragrant candles. Direct sale and agency. Josef Benker, Wien (manufacturer), Pernerstorfergasse 57, Vienna 10. WTD 12/28/65.

**FINLAND**—Gift items, "Fauni" and "Moomin" troll dolls. Seeking importing distributors or commission agents. Brochures available upon request. Atelier Fauni (manufacturer, exporter), Jarvenpaa. WTD 12/27/65.

**★★ MALAYSIA—Trade Mission**

Toothbrushes, quantity prices on request. Job M.L. Ho, J. & J. Ho (manufacturer), 6th Mile Klang Rd., Kuala Lumpur. WTD 8/20/65. TM 16

**★★ SINGAPORE—Trade Mission**

Hog bristles, for brushes, etc Chuan Guan Ltd. (shipper), 144-A Robinson Rd., Singapore 1. WTD in preparation. TM 72.

**SWEDEN**—Gift articles and handicraft goods such as grill spits, ceramics, tin articles, lamp feet. AB Rustico (exporter), Ulrikagatan 4, Stockholm No. WTD 12/15/65.

### 504 Groceries, related products

**PERU**—Anchovy, salted, in barrels, gross weight 80/100 kilos; anchovy, salted, in round cans, gross weight 11 kilos; anchovy filets in vegetable oil, in round cans, net weight 860 grams; anchovy paste, 100% pure, in barrels, weight 80/100 kilos; anchovy, rolled with capers, net weight 100 grams; bonito steaks and filets, salted, in barrels, gross weight 80/100 kilos; horse mackerel, in 16 oz. cans; horse mackerel filets, salted, in barrels, gross weight 80/100 kilos; vongole (berberechos), canned, 100 grams net. Comindustria S.A. (importer, exporter, manufacturer), Aptdo. 132, Lima. WTD in preparation.

### 599 Retail stores

**★★ SINGAPORE—Trade Mission**

Paintings and woodcut prints, original, on batik, modern contemporary (Chinese life) designs; seeks exclusive U.S. distributor or dealer. Chan's La Pallette (artist), 140 Robinson Rd., Singapore 1. WTD in preparation. TM 36.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated December unless noted otherwise.*

Books, Magazines and Periodicals—Importers and Dealers—Switzerland, Nov.

Curios, Novelties and Handicrafts—Manufacturers and Exporters—France.

Curios, Novelties and Handicrafts—Manufacturers and Exporters—Haiti.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Argentina.

Laundry and Dry Cleaning Industry—Argentina.

## Future Construction

**BAZIL**—(100 Cruzeiros=approx. $.05) A contract for the supply of approximately 85,000 **telephone lines** in Sao Paulo to Ericson do Brazil was announced recently by local telephone company and prefecture authorities. The lines are to be delivered over a period of two years and the order is reported to amount to about 45 billion cruzeiros. A related order for the replacement and correction of about 15,000 old lines was given to ATE.

**CANADA**—The Minister of Transport has announced that land has been expropriated for the purpose of permitting **developments intended to remove "bottlenecks" in portions of the St. Lawrence Seaway lying wholly within Canada.** The expropriation involves tracts of land in the vicinity of the Welland Canal and the Beauharnois Locks. Almost 4,000 acres of land are involved in the Welland vicinity and an additional 275 acres west of the Beauharnois Locks near Montreal.

It was emphasized that no firm government decision to build the improvements has yet been made but hopefully a decision will be made and announced early this year. However, the land that would be required for the improvements has been expropriated in order to prevent speculators from adding substantially to the estimated costs.

The proposed improvements to the Welland Canal involve the building of a by-pass which would eliminate the section of the Canal which now runs through the city of Welland where it is subjected to delays because of bridges across the Canal. On the other hand, this section of the Canal through the city also creates delays for highway traffic.

The new Canal section will, if built, have a width of 350 ft. as compared with the 200-ft. width of the present section.

Although no date has been given as a probable starting time for construction, it is believed possible that the construction, if undertaken, will probably be ready by the time the Welland Canal Twinning project is completed in 1972.

**MEXICO**—The Inter-American Development Bank announced the approval of two loans totaling $54 million to help finance the first stage of a **two-part program to build, rebuild or complete about 5,000 miles of feeder roads in Mexico.**

The loans, extended to Nacional Financiera S.A., Mexico's national credit agency, will finance 60% of the cost of the first stage of a National Feeder Road Program being carried out throughout the country by the Secretariat of Public Works.

The overall program calls for the construction of 64 new feeder roads with a length of 1,224 miles and the reconstruction or improvement of another 160 with a length of 3,665 miles. The program, which will be carried out at a total cost of $150 million, is expected to benefit some 8 million persons in the 29 states and two territories of Mexico.

The first stage, costing $90 million, calls for the execution of those projects which can be carried out over the next three years because the engineering studies are sufficiently advanced. The Bank loans will finance 60% of the cost of this stage and Mexican domestic resources will cover the remaining 40%.

The 224 individual projects included in the overall program involve:

The construction of 64 new roads of which 36 with a length of 611 miles will be paved and 28 with a total length of 613 miles will be surfaced with asphalt.

The completion of 140 projects, including 22 totaling 480 miles in length which are to be surfaced and 118 with 2,642 miles which are to be paved.

The reconstruction of 20 roads with a total length of 543 miles. This will involve route relocation, grading and paving.

Construction of the projects will be executed by contractors selected in accordance with

procedures normal in international bidding.

**NEW ZEALAND**—The World Bank has approved two loans, equivalent to $62.5 million to New Zealand. One loan, of $42 million, will assist in financing a program **to modernize the railways.** The other loan, of $20.5 million, will assist in financing **construction of a 240,000-kilowatt thermal power station at Marsden Point on the North Island.**

The railway project will improve the operating efficiency of the railways, reduce costs and provide better service. More power on the North Island is needed to keep pace with the growing requirements of an increasing population and of industrial expansion.

The New Zealand Railways, a Government Department, operates railway systems on the North and South Islands, each about 1,600 route miles, as well as a large fleet of buses.

The Railways also operate a rail and road ferry boat between the two islands. Although the railways are well operated, a substantial part of the rolling stock needs to be replaced and all steam locomotives are obsolescent. This has resulted in restrictions on train loads and speeds and delays in the movement of goods.

The project being assisted by the Bank loan consists mainly of that part of the Railways' current investment plan which covers the procurement of new equipment in 1965-68 to further dieselize motive power, replace obsolescent rolling stock and increase the capacity of the Cook Straight ferry service. **The Bank loan will finance the procurement of 114 mainline diesels and 15 shunters, 2,300 freight cars and a second ferry boat.** The locomotives and the ferry will be imported completely assembled and ready for use, while the 2,300 freight cars will be shipped in knocked-down condition for assembly in the Railways' workshops in order to reduce the cost of ocean freight.

The total cost of the project is estimated at the equivalent of $72 million. The Bank loan will cover the foreign exchange requirements of $42 million. The remaining costs will be financed by the Railways.

The concentration of population and industry in the North Island has created an increasing demand for power there, particularly in the Auckland area where most of New Zealand's industry is located. This development is expected to continue with the expansion of the paper and pulp industry and the establishment of an iron and steel mill about 40 miles from Auckland. In recent years, power demand in the North Island has increased at the average rate of 9% annually and is expected to increase at 10% until 1970. To meet this demand, additional capacity is urgently needed.

Until the mid-1950's power requirements on the North Island were met by the development of the Island's hydroelectric resources; the best sites on the North Island have now been developed. Furthermore, these sites generally have small storage capacity which limits their output in years of low rainfall. Subsequently coal-fired and geothermal stations were added to the system.

In 1965 a high-voltage direct current transmission line was completed to bring power, via a submarine cable crossing the Cook Strait, to the North Island from the South Island. The capacity of the transmission facility is 600,000 kilowatts, or about 40% of the total generating capacity of the North Island. The characteristics of this relatively new type of transmission has opened up possibilities of further transfers of power from the South Island where suitable large hydroelectric sites are available. However, the construction of additional direct current transmission is being deferred until the results of actual operational experience over the next few years have been obtained.

The Marsden Point plant will provide firm power during low rainfall years when energy from hydroelectric sources is reduced and will supplement the capacity available at times of peak demand. The plant is already under construction. It is located about 70 miles north of Auckland, adjacent to an oil refinery which will supply the plant's fuel requirements. The project includes the installation of two 120,000-kilowatt turbine generators complete with associated unit boilers, and all auxiliary water, fuel handling, transformer and sub-station equipment.

The project is being executed by the New Zealand Electricity Department, with the assistance of consultants. It is scheduled for completion by December 1967, at a total estimated cost equivalent to $38 million.

**PERU**—The Concejo Provincial de Lima (Lima city government) may call for bids within a few months for the construction of an underground (subway) or above ground (monorail) **transportation system** to replace the defunct streetcars. Information may be obtained from the Inspector de Obras Publicas, Municipalidad de Lima, Plaza de Armas, Lima.

**SPAIN**—The Export-Import Bank of Washington has authorized a $4 million loan to Empresa a Nacional Siderurgica, S.A. (ENCIDESA), Spain's largest integrated steel plant, to be spent on **purchases of U.S. equipment and services.**

Specific items to be exported under the Eximbank credit **include 32 soaking pits** (ingot reheating furnances) valued at some $2.3 million to be purchased from Loftus Engineering Co. of Pittsburgh, Pennsylvania, and cranes valued at $761,000, to be purchased from Alliance Machine Co. of Alliance, Ohio.

The balance of Eximbank's loan will cover spare parts, ocean freight on ships of U.S. registry, and erection engineering. Loftus Engineering Co. will also be responsible for coordinating assembly and initial operations.

## Spanish steel facility to buy U.S. equipment

Spain's largest integrated steel plant, Empresa Nacional Siderurgica, S.A. (ENSIDESA), will purchase $4 million worth of U.S. equipment and services needed for an expansion program.

Specific items to be exported include 32 soaking pits (ingot reheating furnaces) valued at some $2.3 million to be purchased from Loftus Engineering Co. of Pittsburgh, and cranes valued at $761,000 to be purchased from Alliance Machine Co. of Alliance, Ohio. The balance will cover spare parts, ocean freight on ships of U.S. registry and erection engineering.

Loftus Engineering Co. also will be responsible for coordinating assembly and initial operations.

The exports will be financed through a $4 million loan authorized by the Export-Import Bank to the Spanish plant.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**EL SALVADOR**—Gonzalo Benavides, P.O. Box 71, San Salvador, **interested in obtaining agencies for machinery, equipment and supplies for agriculture and industry.** Jan. 4 via New Orleans for 3 weeks. c/o Export Services, Unlimited, 730 Gravier St., New Orleans, La. 70130. Itinerary: New Orleans, San Francisco, Los Angeles. WTD in preparation.

**ETHIOPIA**—Brian Oliver, British Managing Director, Ethiopian Investment Corp., Addis Ababa, **interested in meeting potential investors and/or managers for these** enterprises: wool textile mill, glass container plant, oil and ghee, mineral water collecting plant. Jan. 11 via Washington, D.C. for 3 weeks. c/o Donald Bergstrom, Office of Eastern & Southern African Affairs, AID, Washington, D.C. 20523. (Telephone: 202-DU 3-8433).

**GREECE**—Aristovoulos G. Petzetakis, representing Aristovoulos G. Petzetakis S.A.—Hellenic Plastics & Rubber Industry, Thessalonikis & Chandri Sts., Moschaton, Piraeus, **interested in either licensing a U.S. hose manufacturer to use his firm's patent in the production of a new type of flexible plastic hose for industrial and other uses against payment of royalty or appointing an exclusive distributor or sales agent who would handle the sale of the firm's products in the U.S.** Jan. 15-20 via New York for 20 days. c/o Gladstone & Lowell, 52 Wall St., New York, N.Y. 10005. Itinerary: New York; Akron, Ohio; Washington; Detroit. WTD 6/10/64.

**ISRAEL**—Shlomo Einhorn, representing Samuel Einhorn's Sons Ltd., 47 Wolfson St., Tel Aviv, **interested in importing food, electronics, chemicals and in visiting plastics factories, mainly in the extrusion line.** Between Jan. 1-10 via New York for 3 weeks. c/o 21 E. 40th St., New York, N.Y. 10016. Itinerary: New York, Philadelphia, cities in New Jersey. WTD 2/2/65.

**JAPAN**—Eiichiro Tsuchiya, Director, Tsuchiya Printing Co., Ltd., 2-50, Minami Takahashi-cho, Ogaki City, Gifu Prefecture, **interested in visiting U.S. printing companies and requesting technical information on printing processes.** Jan. 20 via New York for 1 month. c/o Japan Air Lines 620 5th Ave., New York, N.Y. Itinerary: New York, Boston, Philadelphia, Washington, Baltimore, Los Angeles San Francisco, Honolulu. WTD in preparation.

Shinji Nagai, The Furukawa Electric Co., Ltd., 14, 2-chome, Marunouchi, Chiyoda-ku, Tokyo, **interested in export of electrical snow melting systems for highways, airports; requesting information on the U.S. market for such equipment.** Jan. 20 via New York for 18 days. c/o Yoshinobu Tada, 165 E. 72nd St., Apt. 7K, New York, N.Y. 10021. Itinerary: New York; Cleveland; Chicago; Oakland, Calif., Washington, D.C. WTD



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# Calendar *for international traders*

**CEDAR RAPIDS, IOWA—Jan. 18**—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

**CHICAGO—Jan. 19**—Chicago-Midwest Credit Assn., La Salle Hotel.

**CHICAGO—Jan. 20**—Export Problems Clinics on Industrial Products and Consumer Products, 2:30-5 p.m., Midland Hotel. Sponsor: International Trade Club.

**CLEVELAND—Jan. 19**—Export Seminar, 9:30 a.m.-3:30 p.m., Sheraton-Cleveland Hotel. Sponsors: Northwest Orient Airlines; Field Office, Department of Commerce; REEC.

**CLEVELAND—Jan. 25**—In-Office Workshop, 10:30 a.m., Field Office. Luncheon, 12 noon, Speaker: Calvin Berlin, Asst. Commercial Attache, Buenos Aires.

**DALLAS—Jan. 25**—In-Office Export Expansion Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

**DAYTON, OHIO—Jan. 21**—Export Workshop, 10-11 a.m., Sheraton-Dayton Hotel. Sponsor: Chamber of Commerce.

**HARTFORD, CONN.—Jan. 18**—Far East, Taiwan (Formosa) & Japan Workshop, Waverly Inn, Cheshire. Speaker: **Raymond W. Eiselt,** Bureau of International Commerce. Sponsors: Manufacturers Assn. of Connecticut; Field Office, Department of Commerce.

**HONOLULU—Jan. 20**—REEC Meeting in conjunction with annual membership meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: **LeRoy Collins,** Under Secretary of Commerce.

**JACKSONVILLE, FLA.—Jan. 18**—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

**KANSAS CITY, KAN.—Jan. 25**—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

**KNOXVILLE, TENN.—Jan. 17**—International Commerce Club, meeting, 6:30 p.m., City Club.

**MEDIA, PA.—Jan. 25**—Delaware County Chamber of Commerce, dinner meeting and export expansion workshop, 5:45 p.m., Towne House.

**MEMPHIS—Jan. 18**—World Trade Club, Hotel Claridge.

**MEMPHIS—Jan. 19**—Export Workshop on International Payments, Hotel King Cotton. Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

**MINNEAPOLIS—Jan. 25**—Trade and Investment in Israel Luncheon, 12 noon, Sheraton Ritz Hotel. Sponsors: Chamber of Commerce; Israeli Consulate, Chicago; Minnesota World Trade Assn.; Field Office, Department of Commerce.

**MINNEAPOLIS—Jan. 26**—Foreign Credit & Collections Chapter, 7:45 a.m., Normandy Hotel.

**NASHVILLE—Jan. 25**—"First Step" Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Field Office, Department of Commerce.

**NASHVILLE, TENN.—Jan. 25**—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia, Singapore, Hong Kong, Capitol Park Inn. Speaker: **Roy F. Gootenberg,** Bureau of International Commerce. Sponsors: Middle Tennessee Exporters' Roundtable; Field Office, Department of Commerce.

**NEWARK, N.J.—Jan. 20**—5th Annual "Profits in Exports" Conference, Robert Treat Hotel. Sponsors: World Trade Assn.; Greater Newark Chamber of Commerce; N.J. Department of Conservation and Economic Development; Field Office, Department of Commerce; REEC.

**NEW YORK—Jan. 17-23**—56th National Motor Boat Show, New York Coliseum. Export Conference Speaker: **Arthur C. Rutzen,** Director, Field Office.

**NEW YORK—Jan. 17-19**—Briefing Session on Doing Business in and With Emerging African Nations, Hotel Pierre. Sponsor: American Management Assn.

**NEW YORK—Jan. 19**—"Profits in Exports" Conference, Sheraton-Tenney Motor Inn, Queens. Sponsors: Laundry and Cleaners Allied Trades Assn.; Field Office, Department of Commerce.

**NEW YORK—Jan. 20**—FCIB Drug, Chemical & Food Export Club, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

**NEW YORK—Jan. 20**—Businessmen's Consultations with members of U.S. Trade Mission to Ethiopia, Sudan and Somalia, St. Regis Hotel. Sponsors: African-American Chamber of Commerce, Inc.; Field Office, Department of Commerce.

**NEW YORK—Jan. 21-22**—Round Table Meeting on "How to Determine and Defend Prices of U.S Manufactured Goods Sold to Subsidiaries for Sale to Customers Abroad," 9:30 a.m-4 p.m, Hotel Astoria. Sponsor: Institute on U.S Taxation of Foreign Income, Inc.

**PENDLETON, ORE.—Jan. 17**—Pendleton International Business Short Course, 9 a.m., Tapaders Motel and Restaurant.

**PHILADELPHIA—Jan. 20**—Foreign Traders Assn. of Philadelphia, monthly dinner meeting, 6 p.m., Sheraton Hotel.

**PHILADELPHIA—Jan. 26**—In-Office Conference on Financing Exports, Field Office.

**PITTSBURGH—Jan. 19**—Businessmen's Consultations with members of U.S. Trade Mission to Ethiopia, Sudan and Somalia, Field Office.

**PITTSBURGH—Jan. 25**—World Trade Council, Chamber of Commerce of Greater Pittsburgh and REEC, Export Counseling Program, 1-5 p.m., Chamber Board Room.

**PROVIDENCE, R.I.—Jan. 18**—Providence World Trade Club, dinner meeting, Sheraton Biltmore Hotel. Speaker: Charles Levy, Member U.S. Trade Mission to Malaysia, Singapore, Hong Kong.

**PROVIDENCE, R.I.—Jan. 19**—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia, Singapore, Hong Kong, Greater Providence Chamber of Commerce. Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

**PROVIDENCE, R.I.—Jan. 24**—"Import Course," first of seven weekly sessions, Bryant College. Sponsors: World Trade Committee, Greater Providence Chamber of Commerce; Field Office, Department of Commerce; Bureau of Customs; REEC.

**SAN FRANCISCO—Jan. 19**—In-Office Export Seminar, 9:30 a.m, New Federal Bldg.

**SAN FRANCISCO—Jan. 26**—Businessmen's Consultations with members of U.S Trade Mission to Malaysia, Singapore, Hong Kong, Fairmont Hotel. Sponsors: Field Office, Department of Commerce; San Francisco Area World Trade Assn.

**ST. LOUIS—Jan. 19**—All-Day Conference/Consultation Program on "Doing Business Around the World" with members of U.S. Trade Missions to Ethiopia, Sudan and Somali Republic; Poland and Rumania; Malaysia, Singapore and Hong Kong; Colombia; and Africa, Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce.

**ST. LOUIS—Jan. 25**—"Show You" Export Workshop. World Trade Center, University City. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club; University City Chamber of Commerce.

**TULSA, OKLA—Jan. 18**—Businessmen's Consultations with members of U.S. Trade Mission to Ethiopia, Sudan, Somalia, Field Office. Sponsors: Chamber of Commerce; REEC; Field, Department of Commerce.

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